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Back to basics this month with the more practical side of packaging coming to the fore again and the whole issue of openness. This is, of course, an issue that never really leaves the forum, but the appalling lack of progress in this area means that it is not always easy to comment on.

This is not to say that the editorial office of *Packaging News* does not receive articles describing easy opening features at great length, but whether the consumer concurs with these often glowing descriptions is another matter.

After all, what the marketing manager describes as consumer friendly and easy to open are attributes not always appreciated by his/her peers or parents, and certainly not by the grandparent. Recent complaints to The Packaging Council bear this out.

This is why the Institute of Packaging (IOP) has put together a one-day symposium on the subject to be held in April (see page 9). Says Harold Redwood, IOP board member and honorary organiser: "The grey consumer has a greater spending power than is currently reflected in terms of easy usage of retail packaging so we confidently expect our audience to come from food and drink manufacturing, retailing, distribution and packaging manufacture as well as those responsible for the caring of those with physical disability, partial sightedness or of advancing years."

Indeed, I have the task of chairing the day, so I look forward to hearing from both sides and hope that some progress at least can be made.

As the Institute of Grocery Distribution said at the launch of its three year initiative on openness last year: "It is a socially unacceptable fact that some 49,000 UK consumers need hospital treatment from injuries through opening grocery packaging each year."

The packaging industry is sometimes accused of not coming forward with innovative solutions at either the right speed or in great enough numbers by fast-moving consumer goods manufacturers. How then do we explain that even though easy open tear strips were available for sachets in the 50s (as reported in *Packaging News* at the time) your pub meal can still go cold before you've got your ketchup on it today?

Traditionally, the answer has been cost, or on-cost. But what cost turning off the grey consumer from your brand? And what cost to your brand from those 49,000 people who end up in hospital, telling all their friends and relatives on the way to out-patients?

And why is it for instance that pet food cans have sported easy open ring-pull can ends before baked beans cans? What criteria do brand managers use when making the decision to include an easy opening device on their packs or not?

See you at the symposium.

Gail Lea, Editor

Honesty on composting

As continental converters gear up for tonnage production using Zeneca's biodegradable polymer Biopol, a European drive to set up composting as a serious waste management option is entering its northern Europe.

Taking the lead in expanding composting schemes beyond the pilot stage are the German Länder, in particular Lower Saxony. Estimates there, put the proportion of households with access to composting systems as 10 per cent, with a target of at least 50 per cent by 1995. Hessen is also keen to build up the contribution of composting to waste management.

"In other nations, most shamefully I think the UK, the best we can see is the odd pilot project, largely hidden away from public and political view," Brian Watt, commercial manager for Zeneca Bio products, told a recent congress.

The manufacturer of

Biopol - which is produced by naturally occurring bacteria - sees its task as being more difficult because some consumers mistakenly associate the material with discredited products.

"Wariness difficulty"

One of the difficulties to overcome is the wariness of the compost industry about the effect these polymers will have on their own end product. In particular there are concerns about possible contaminants such as inks, voiced last year by the Lower Saxony environment minister Monika Griefahn.

Environmental groups had objected at the launch of the Wella Biopol bottle (see *PN* May 1990) that biodegradability was a "red herring" detracting from reuse and recycling.

One of the companies working with Zeneca is Italian

film converter Safta. Adriano Teneati, product manager, is optimistic about the future of biodegradable polymers. He sees no reason why recycling and composting cannot operate as parallel waste management systems. This would entail the urgent introduction of a material identification system to allow source separation, and this is currently being addressed on a European level.

Early approval of Biopol for food-grade applications is expected, says Zeneca (PO Box 2, Belasis Avenue, Billingham, Cleveland TS23 1YN - tel: 0642 523340, fax: 523248).

A one-day course on composting is being run at the University of Leeds on March 4 1994. There will be presentations from Babbie Environmental, Envirotec, IPS, Yorkshire Water and the university. Ring 0532 347158.

For further information call 0839 772268

Pet display

Products exhibited at the British Growers Look Ahead show last month included pre-packed young ornamental plants from R. Delamore Ltd.

Patio Packs are recycled pet clam packs from Dutch company Voges Verpakking (PO Box 66, 2180 AB Hillegom, Netherlands - tel: 010 31 2520 15265, fax: 192311). Display trays are supplied by David S Smith, Ely ('Queen Adelaide', Ely, Cambs CB7 4Z - tel: 01353 663355, fax: 666900).

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For more details, contact Julian Maddocks, Publisher of *Packaging News* (Maclean Hunter House, Chalk Lane, Cockfosters Road, Barnet, Herts EN4 0BU - tel: 081-242 3145, fax: 081-242 3154).

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Self-chill can breakthrough

For over 100 years inventors have been trying to come up with a self-chilling can; within 12 months this may be a reality for the UK lager and soft drinks market, with the launch of the ChillCan, invented by Briton Michael Anthony and patented by MicroCold Technologies Inc (MTI) part of The Joseph Company, a US beverage company.

One of two self-chilling technologies being looked at currently, the ChillCan works on the basis of the evaporation of liquefied gases.

MTI and its European distributor Arctic Europe (UK) Ltd (211 Piccadilly, London W1V 9LD - tel: 071-917 2935, fax: 071-439 0262) have certainly whet the appetite of the six major UK breweries and soft drinks producers. "The response has been absolutely fantastic," says Murdoch Gillespie Arctic's md. "We aim to be test marketing within eight months," Wayne Joseph president of The Joseph Company tells *PN*.

The mechanism is cost-effective to produce; made of the same material as the can, therefore not affecting recycling; easy to insert, requiring only one extra station on the filling line either before or after filling, and environmentally beneficial, as it will do away with the need for refrigerated vending machines which involve cfs, Mitchell Joseph, chairman of The Joseph Company, tells *PN*.

"A small canister with non-toxic gases"

ChillCan's cooling device involves a small canister with non-toxic gases which are triggered once the can is opened. This makes the gases swirl,

separating the hot and cold molecules so that the hot gases are spun out to the edge and released out of the top of the can. The heat exchanger unit displaces about 2 fl oz of liquid in a 12 fl oz can.

"Hot gases are spun out to the edge and released from top"

Tests show that within 30 seconds the can falls from around 73deg F to 48deg F. "The hotter the outside temperature the quicker and lower the can's temperature will go," explains Mr Joseph. "We have an optimum temperature of 42 deg F. The can will not go lower than 35deg," he adds.

"Our launch market will be the UK since it has over-

come the hurdle of putting a foreign object in a can with the widget - and we are aiming for total distribution of the technology," says Mr Gillespie.

The main focus is to perfect the insertion of the unit into the can without slowing down high-speed filling lines and the company has patents in application for this process.

An initial target of 3 per cent market penetration has been set worldwide by MTI, with royalties estimated at around 2 cents on a possible market of over 100 billion cans used for lager and soft drinks in Europe and the USA.

Possibilities for the can seem endless, and supermarkets and off-licenses would certainly benefit. A number of major breweries confirmed that they had seen the can and are interested in the self-chilling technology.

For further information call 0839 772268

Net wrap cuddles the pallet

A flexible "problem solving" net pallet wrap from Ravtex is said to offer advantages of true stretchability, memory and practicality for products requiring free air circulation.

The Ravtex TamaNet-Flex consists of an all-pe triangular net configuration which, says the company, means that the wrap continually shrinks back on itself, unlike other nets where stretching is permanent and does not necessarily give greater stability to a pallet load.

According to Jack Rabbie, Ravtex md, products requiring processes such as gas sterilisation, freezing or cooling can benefit from the efficiencies of combining pallet loading and

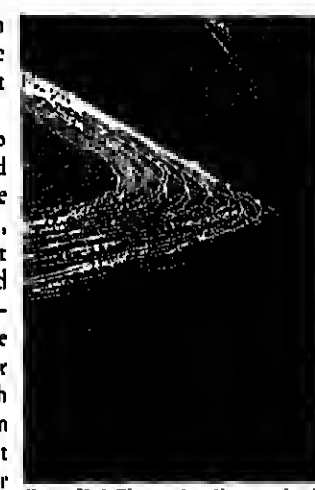
wrapping in a single process at end of line.

This wrap "curls and cuddles" the product, says Mr Rabbie, and is particularly suitable for angular packs which jut out from the pallet load and for cases where part of the load may need to be removed without compromising the stability of the

remainder.

Many types of product will anyway settle or change their shape in transit, and for true stability the pallet wrap must contract or expand with the load, says the company (Rabson House, 1 Pembroke Square, Kensington, London W8 6PA - tel: 071-376 2018, fax: 071-937 3819).

According to the manufacturer, the product's character-



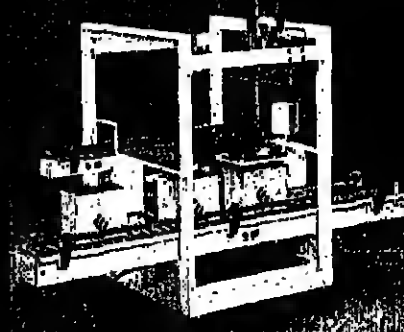
TamaNet-Flex grips the product

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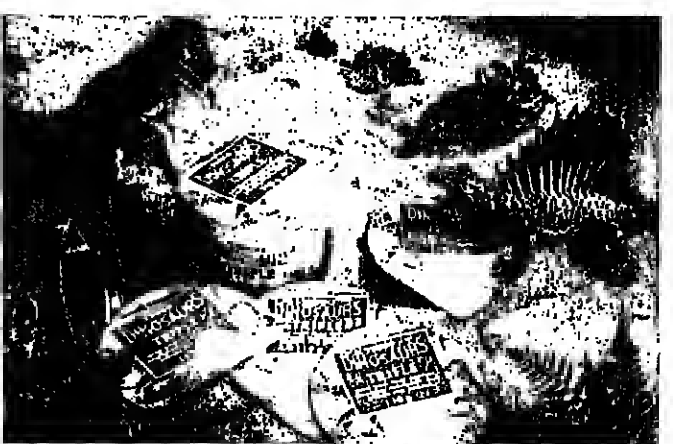
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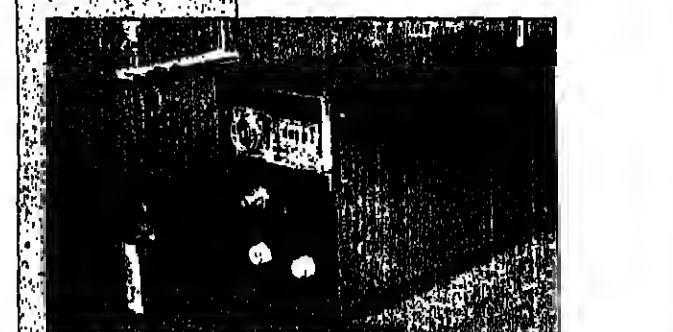
Roaring success is guaranteed for Tesco Dinosaurs trifle packed by St Ivel using aluminium foil lidding from Bonar Teich Flexibles.

Printed gravure in seven colours by Bonar Teich (PO Box 58, Nottingham Road, Spaldon, Derby DE21 7GY - tel: 0332 288800, fax: 288804), the lids show a tyrannosaurus and stegosaurus and are embossed with an orange peel effect.

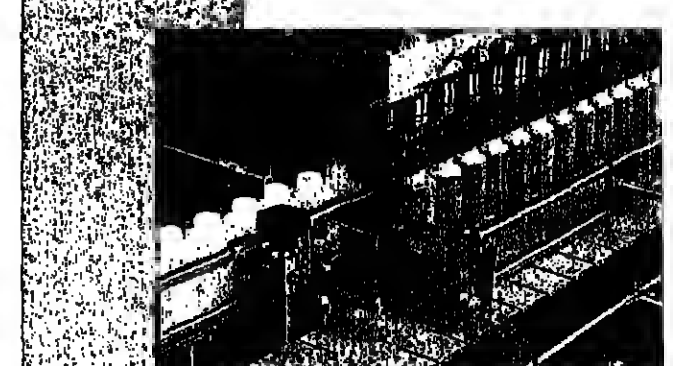
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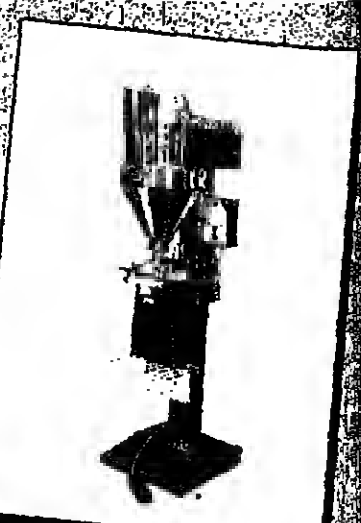
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Monitoring acquisition

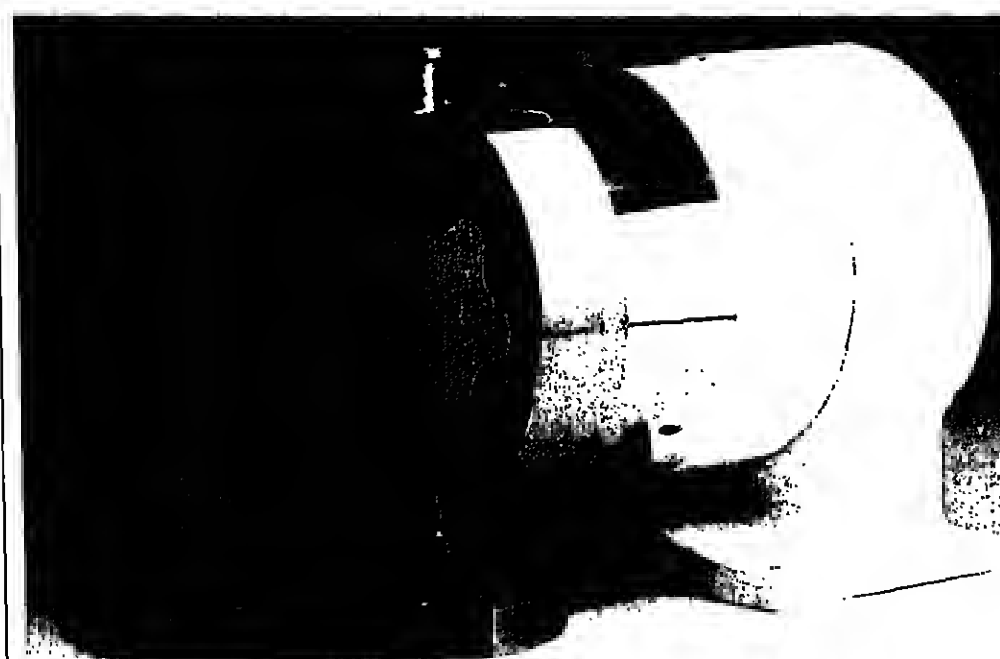
The acquisition by Graseby plc of Best Inspection Ltd strengthens the group's presence in product monitoring, adding checkweighing and other control management systems to the Graseby portfolio.

Best supplies checkweighers, grading and other equipment to the food and pharmaceutical industries, and will now be known as Graseby Best. The new company will add its product range to the group's range of metal detectors, X-ray inspection and coding systems.

"There is a natural fit," says Mike Sheil, md product monitoring at Graseby (Vale Road, Windsor, Berks SL4 4JX - tel: 0753 869351, fax: 840079).

For further information K2 143 Call for details 0839 772268

Filling lines cleaned in place



CE King identified ITT Jabaco Pureflo 55 pumps as replacements for standard gear pumps

In a boost to filling line efficiencies, The Body Shop in Littlehampton has modified its existing CE King fillers with a Clean in Place (cip) system.

King had been working on ways of providing cip on its Technofill fillers, and had identified ITT Jabaco Pureflo 55 pumps as replacements for standard gear pumps. The Body Shop was itself keen to install cip, reduce downtime and so increase output.

Trials were carried out initially at King's own factory and then at the Body Shop, whose engineers worked with the manufacturer of the pump.

The Body Shop's lines include several high speed 12-head King filling machines. Technofill equipment has a gear pump as standard. These

are said to be easy to flush through during changeover between products and are easy to dismantle without tools.

So while on smaller filling lines there may be negligible time saving with cip, on larger machines the system reduced downtime, without the need to dismantle filling heads.

Fillers are flushed through with hot water and detergent at the end of a production run. Operators then draw a sterilising fluid into the filling heads, leaving it there for up to half an hour. This kills any residual bacteria. Finally, hot water is used to flush the whole system through again.

Estimates by The Body Shop put time saved by the system at 45 minutes for each washdown. CE King is at 41 London Street, Chertsey, Surrey KT16 8AR - tel: 0932 565191, fax: 566593.

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Flexo look for dog food

Companion Animal Foods Ltd has given its Hardy Original dog food a new look and has used flexo rather than the previous gravure printed packaging to achieve it.

The graphics now feature line and half tone illustrations and are designed to reflect recent market research findings. They are targeted to appeal to specific consumer groups.

"In the past we purchased a gravure printed laminate from Italy. However, we felt it was too visually clinical and had become dated," says John Murray, md of Companion Animal Foods. Sidlaw Packaging - Venus is now supplying the flexo printed laminate, which as well as providing the right look is also reported to run better on ffs packaging equipment. "Initial reaction from supermarket buyers has



Vibrant graphics for pet food

been very positive and we anticipate a healthy sales boost," says Mr Murray.

Sidlaw Packaging - Venus is based at Digby Street, Ilkeston, Derbys - tel: 0602 324391, fax: 327506.

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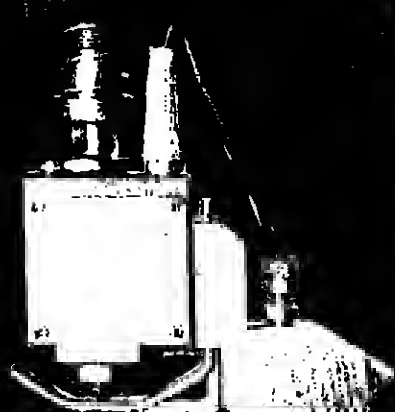
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Symposium on easy opening

In response to the increasing prominence of the issue of 'openability' of packaging, the Institute of Packaging (IOP) is holding a one-day symposium designed to provide an insight into the question and the solutions.

Called Easy Open, the symposium is to be held at the Institute of Mechanical Engineers, London on 21 April. A non profit making event and limited to 140 places, the price is £80 +vat for IOP members or £85 +vat for non members.

It is hoped that a member of the Government will provide the keynote address: nether speakers include Jean Ashcroft director designate of Arthritis Care, director of research at the Centre for Applied Gerontology University of Birmingham Dr Laxmin Nayak and Caroline Ellis, market development manager of Rockware Glass.

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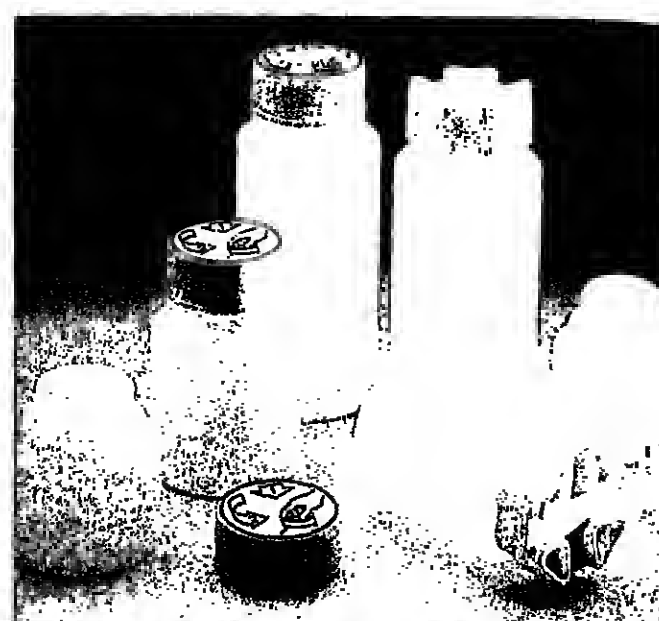
Design Consultants Chris Griffin and Colin Scaife, manager of packaging technology at Rockitt & Colman, will also speak.

Chairing the one-day conference is Editor of Packaging News Gail Lea.

Says IOP board member and honorary organiser Harold Redwood: "As the age profile of our population steadily increases we must start considering what can be managed with arthritic fingers, poor eyesight or other forms of physical weakness. The 'grey' consumer also has a greater spending power than is currently reflected in terms of easy usage of retail packaging."

Registration forms and further details are available from Pam Creel, conference manager at the IOP (Sysonby Lodge, Nottingham Road, Melton Mowbray, Leics LE13 0NU - tel: 0664 500055, fax: 64164).

• Two recent examples of



The cap designed by UCP for people with limited manual dexterity

work in the area of openability have come from UCP - Norwich and Tetra Pak Ltd. UCP has designed a closure specifically for use by people with limited manual dexterity for leading pharmaceutical manufacturer, Eli Lilly.

The result of a joint development programme between the two companies, the 33mm twin walled, wadded cap will soon be available worldwide. It is hexagonal shaped and has an intermittently ridged skirt, enabling arthritic people to grip it and turn it easily, says UCP (Salhouse Road, Norwich, Norfolk NR7 9AL - tel: 0603 423131, fax: 407942).

It also has a cross section in the top into which the user can insert a pencil or spoon in order to make turning easier. Made from white pp, the cap will fit all of the 70, 100 and 180ml hdpe bottles used for tablets and capsules by Eli Lilly.

Meanwhile, Tetra Pak Ltd has announced that an independent survey of its Tetra Top carton among disabled people has found that a very high 90 per cent found it "a lot" or "very much" easier to

open than the conventional liquid carton.

Tetra Top incorporates an easy-to-open ring pull, and almost all users questioned by research organisation ConsultABLE said it needed "little" or "very little" effort or manual dexterity.

"We are naturally delighted with the results from an independent research company which proves," says Ulf Bransen, managing director of Tetra Pak, "that the Tetra Top is the carton of the future with its easier opening, better pouring and reusable advantages."

"The survey was commissioned following the Institute of Grocery Distribution's (IGD) three year initiative set up last year for improvements in the openability of food packaging. Indeed, Jane Moore of the IGD called for this when speaking at the 4th Tetra Pak Fruit Juice Seminar.

IOP:

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UCP:

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PPMA: growth with service

Despite a history which goes back only seven years, the Processing and Packaging Machinery Association has demonstrated a consistent growth in membership and a corresponding widening of the services it offers to those members.

With a brief to promote the sales of equipment both in and outside the UK, the PPMA will undertake projects of benefit both to members and customers. Its higher-profile activities include the annual PPMA show and its own publications.

Originally eight companies came together to found the association: ACM Machinery, Robert Bosch, RA Jenton, Engelmann & Buckham, IMA, Sussex & Berkshire, Rockwell and Ultracac. At the first meeting of the association in 1987, 40 companies - the bulk of them importers of machinery - attended.

An early boost to the founding membership - by then almost doubled - came two years later when the Packaging Equipment Manufacturers Association (PEMA) voted to merge its own 40-strong membership with the PPMA.

Since that merger, membership has again doubled to 235 companies. The PPMA represents suppliers of UK and foreign equipment in almost equal numbers, and these companies account for an estimated 90 per cent of UK sales in this sector.

Initially the PPMA saws itself as being little more than a marketing support service. Since then, emphasis has been put on three other areas:

- raising the sector profile
- ensuring continued development of the show
- maintaining an up-to-date directory.

Before the PPMA came onto the scene, the machinery sector was treated very much as a second class citizen, according to association general secretary Andrew Manly. Since then it has succeeded in raising the group's profile. "But even today, the PPMA's most important role is to give the machinery sector a more effective voice in the market place," says Mr Manly.

"Determined to reduce the costs that are involved in exhibitions"

A determination to reduce the costs involved in exhibitions was one of the impulses behind the founding of the association and remains a major concern. Its own machinery-only PPMA Show is now in its sixth year and well-established in the exhibition calendar.

From the first show in 1988, which counted around 90 exhibitors, the event has

changed out of all recognition. In 1993 it drew visitors to 168 stands, representing some 400 machinery manufacturers from around the world.

It is a sign of the continuing growth of the exhibition that the 1994 show is to be held at Birmingham's NEC rather than, as previously, in the Telford Exhibition Centre. There are already firm bookings this year from 160 companies, and the PPMA believes it will be the largest UK show for the industry this year.

Although it is holding its own show as usual in the autumn of that year, the PPMA officially supports Packex '95. In this and some foreign events the PPMA says it can help members to realise cost savings if they decide to exhibit.

Structures within the association are designed for maximum openness within the obvious limits of so wide-ranging a membership. The council normally consists of the president, vice president and 10 other councillors. The current president is David Wright of Europack, his deputy Derek Moore of Sussex & Berkshire.

"A mix of importers and British members on the council"

Three council members from PEMA remained this role within the PPMA at the time of the merger, so initiating a mix of importers and British manufacturers on the council which has been maintained ever since.

Manageable numbers of member companies are made the responsibility of each councillor. Within the council there is a management committee consisting of the three key officers on the council and the general secretary.

Committee decisions are ratified by the council, which meets four times a year. There is also an annual meeting in the autumn for all the membership. Faces change with democratic frequency on the council, with five seats vacated each year and elections held for replacements. The president is elected by fellow councillors for a term of one year.

Day to day business is carried out by a permanent secretariat based in Croydon. Alongside Andrew Manly are Angela Locke, the exhibition manager, Bill Lake, publishing co-ordinator and David Harrison, in charge of membership and advertisement sales.

Publications from the association include the quarterly *Machinery Update*, launched in 1989 and now edited by Michael Maddox, a show catalogue and an EU (European Union) legislation update. Technical con-

In the second of our series where we meet associations and other industry bodies to look at the reasons why they were set up, a profile of the membership and how the service provided to members has evolved, we focus on the machinery sector. Gail Lea talks to Processing and Packaging Machinery Association general secretary Andrew Manly.



(from left to right) Bill Lake, publishing co-ordinator, Angela Locke, exhibition manager, Andrew Manly, general secretary and David Harrison, in charge of membership and advertisement sales

sultant Martin Keay performs an important function within the association, sitting on legislative bodies and reporting back to the membership.

Links are being strengthened with other organisations including Picon and the Institute of Packaging. An IOP machinery course in April has been restructured by the PPMA to give a more focused view of particular areas.

Liaison with foreign associations in the sector is largely carried out through Copama (the Confederation of Packaging Machinery Associations), of which the PPMA was a founder member.

Confederation business is worked on by delegations from each of the member countries: the Czech Republic, France, Germany, Italy, Japan, the Netherlands, Spain, Switzerland, the UK and USA. Presidency of the confederation will be held by the UK delegation from just after Packex '94 until 1996. The PPMA is at Progress House, 404 Brighton Road, South Croydon, Surrey CR2 6AN - tel: 081-681 8226, fax: 081-681 1641.

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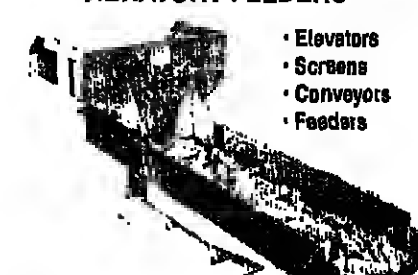
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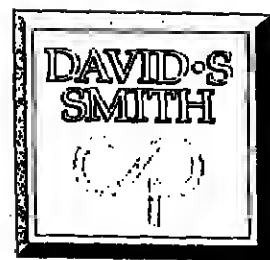
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Steel drums anticipate regulations

Following more than 12 months' development work with Safety-Kleen UK Ltd, the UK waste management firm, Van Leer UK Ltd is introducing open top steel drums in 50-205 litres capacity.

"Anticipating the introduction of ADR regulations in the UK to cover the movement of hazardous products with effect from January 1 1995, the containers will carry the UN mark on the body", says Roy Wyldes, market development manager at Van Leer (Steel Drums, Merseyside Works, Ellesmere Port, South Wirral L65 4EZ - tel: 051-355 3644, fax: 051-356 3365).

All the drums have been UN performance tested and certificated for hazardous liq-

nids in the range SG1.2 to 1.4.

At present in the UK there are no specific regulations covering the movement of hazardous goods by road. The European Union ADR regulations will tighten this up.

This is the first steel drum that is UK produced which can be opened and resealed and is suitable to contain hazardous liquids, says Mr Wyldes.

The technology required to produce the drums has meant altering the shape of the closing ring, the area at the top and bottom of the drum where the strength of the seams is important. A heavier gauge steel is also used.

The 50, 60 and 120 litre drums have tapered bodies allowing the drums to be delivered with their lids and closing

rings loose, the bodies nested to save transport and warehouse space. Mr Wyldes said the company is also close to finishing off a 25 litre size.

The 205 litre drums have the lids and closing rings fitted when delivered but after removal for filling can be refitted by hand. Safety-Kleen has its own facilities for inspecting the containers for reuse.

Brian Wilson, distribution centre manager at Safety-Kleen tells *Packaging News* that the company is introducing the drums to allow it to carry out its

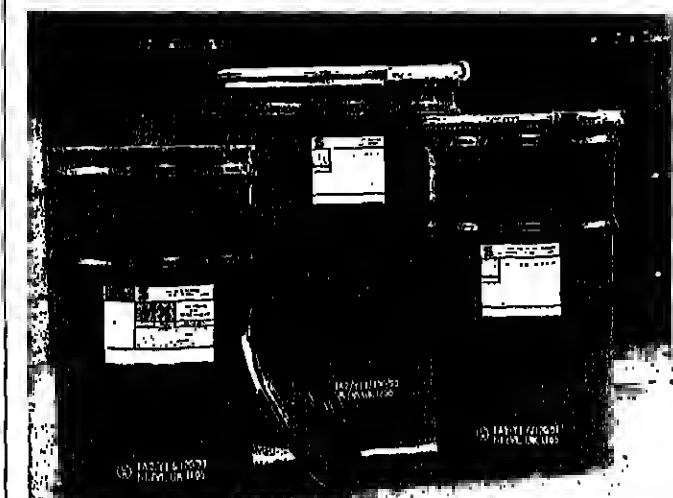
waste minimisation programme. "The drums will be used on average two to three times and therefore will reduce the amount of waste going to landfill."

The open-top "is easier to clean. However, it does mean more monitoring and checking of the drums", says Mr Wilson.

Open top drums in the 25-205 litre capacity have traditionally been used for powders, greases and pastes. Van Leer has spent over £150,000 on the open drum project for liquids.

For further information call for details 0839 772268

Ring: 0898 772268
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(see page 2 for further details)



Van Leer is introducing open top steel drums of 50 to 205 litres

Macropak '94 in May

Around 600 exhibitors and an estimated 35,000 visitors are expected to attend Macropak '94 in The Netherlands.

The show, which will take place in the Utrecht Jaarbeurs from May 2 to 6, will be spread over 7 exhibition halls divided up by sector and material.

The biggest sectors represented at the fair are the packaging and food and drink industries. Innovation and packaging materials will be the key aspects of Macropak, said the organiser. Important areas of focus will be the growth in recycling, limitation and improvement of materials used. In addition to this, The Netherlands' highly-respected Golden Nut environmental awards will be presented. Part of the remit to win a gold award is to prove some environmental benefit from the innovative packaging.

The environment also features strongly in the conference programme where Hans Alders, the Dutch environment minister and Germany's Klaus Töpfer, with the respected former French environment minister Briece Lalonde will discuss their national legislation and the European Packaging Directive at the European Packaging Conference on May 3.

For the first time at the exhibition a section has been given over to packaging design. A special stand will be fitted out devoted to the theme of unwrapped packaging design. Representatives from machinery and packaging lines, ancillary equipment, bulk packaging, packing materials

and information systems feature among those who are expected to be exhibiting at the international event.

For detailed information contact the Jaarbeurs at P.O. Box 8500, 3503 RM Utrecht, Holland - tel: 010 31 30 955 524, fax: 955 539.



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New faces at PN

Camille Reed has joined *Packaging News* as deputy editor from *Metal Bulletin*, where she was assistant editor. She has experience of European environmental issues from her work on *Haznews*, the international business monthly covering waste management, and will further develop this role on *Packaging News*.

Her fluent Spanish, French and Italian will come into play here. She will also be responsible for the news pages of *Converting World* and will be building her contacts in this sector over the next few months.

Walter M Schneider has joined *Packaging News* as European Sales Executive to further develop the sales effort



Camille Reed

on the continent. For the last four years he has been working exclusively for other Maclean



Walter M Schneider

Hunter titles, including *Paper, Film & Foil Converter* and *American Printer*. He is fluent in five languages and sales support services are provided by his wife in their Lugano, Switzerland-based home.

Joachim Dziallas, managing director of German company Edelmann, has been appointed president of ECMA, the European association for the folding carton industry. Previously the post was held by Ken Jaffray of Berkshire Printing.

Gary Pichou has taken over responsibility as senior vice president of the packaging operations group of Riverwood International, for carton operations worldwide. Robert Hart has taken over as senior vice president, paperboard operations group, and Octavio Orta is now senior vice president, coated board systems and service.

Jo Lardinoie has been appointed managing director, sales Europe, Near and Middle East and Africa for the Eastman Chemical Company. In his new appointment, Mr Lardinoie will be located at Zug, Switzerland.



Joachim Dziallas

AG Spall has assumed responsibility for finance as an executive director of Imperial Chemical Industries plc. Mr Spall, who was previously general manager, takes over from CM Short. C Hampson, another executive director of the company, will retire in April, to be replaced by M E Brogden.

Peter Richardson is now managing director of Battenfeld UK Ltd, part of the Battenfeld group. Mr Richardson has been with the company since the beginning of 1993. Heinz Rasinger has been appointed international marketing manager at Battenfeld, Austria, manufacturers of injection moulding machines.



Peter Richardson

Brian Baines has taken over from Peter Goulfrey as managing director of Perry Pickering Sales. Mr Baines was previously deputy to Mr Goulfrey. Neil Farmer has been appointed marketing manager with the company.

Michael Watts, formerly sales and marketing manager at All-Fill, is now managing director. He replaces Chris Head, who will continue with the company as chairman. Mr Watts has also taken an equity stake in the business.

Bipin Gandhi has been appointed joint managing director of P Garnett & Son Ltd, the specialist papermaker. Mr Gandhi was formerly commercial director at Leonard Stace Ltd.



Neil Farmer

Trevor Stone joins the management of nmc (UK) Ltd as sales manager of nmc nomafom, the foam packaging division of the company. Melanie Dore-Mercer has joined nmc as customer services manager, a new position in the company.

Peter Jarrold, chairman of Jarrold & Sons Ltd, has been vice president of the Printing Industries Federation. He is the sixth generation in the family to hold the position of chairman of his company.

Ashley Goldie has been appointed technical director of Tameside Board, after promotion from the post of sales manager. Peter Nadlin replaces him in sales, joining the company from Marquip Incorporated.

Jan Hayter has been appointed marketing manager at Alkabo Packaging.



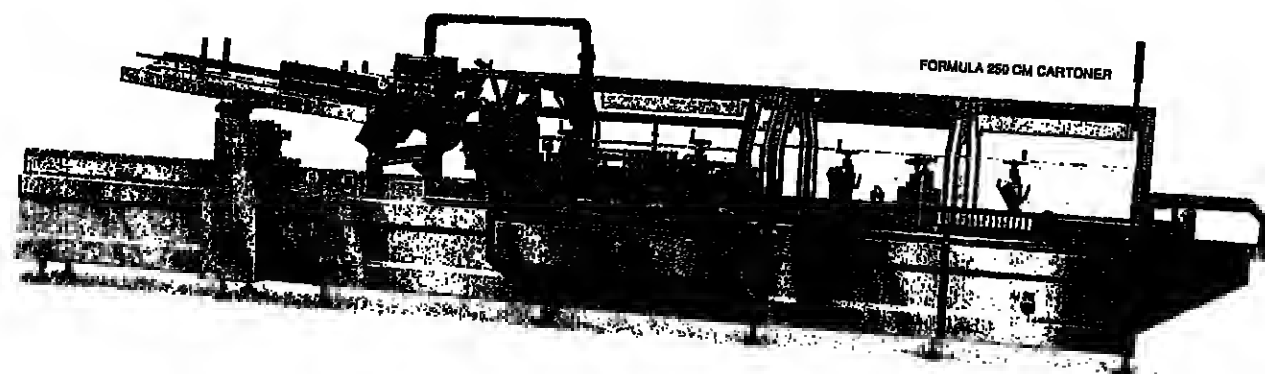
Jan Hayter

previously worked as product development manager and marketing manager at Alkabo Packaging.

Brendan Mulqueen will be responsible for running Marlowmont Packaging's production director. Previously he was with the Smith organisation.

Brian Gilchrist takes over a new position as sales manager packaging division, at Tincore Ltd. The appointment allows Mark Leeson, operations manager, more time for his other responsibilities.

Klöckner Bartelt Applies One Proven Formula To Cartoner Design



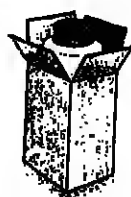
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7-11 February

Emman Print 94
International packaging and printing fair.
Brno, Czech Republic. John Haigh
Services, 1-3 Alwell Road, London SE15
4TW - tel: 071-639 7365

8-10 February

Interflow 94
Exhibition, G-Mex Centre, Manchester.
EMAP Trenlon, Beech House, 840
Brighton Road, Purley, Surrey CR8 2AH
- tel: 061-860 8098

8 February

**Introduction to labels and
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Two separate teach-ins, the Grand Hotel
Krasnapolsky, Amsterdam. Clare Brophy,
Co-wise Management and Training
Services - tel: 061-313 3713

8-11 February

VPT
Packaging technology trade fair,
Dortmund, Germany. Westfalenhallen
Dortmund, Postfach 10 44 44, Dortmund
46001, Germany - tel: 49 231 120 4521

10-11 February

Product and image security
Two-day conference, the Grand Hotel
Krasnapolsky, Amsterdam. Clare Brophy,
event coordinator, Co-wise Management
and Training Services - tel: 061-313
3713

10-17 February

Envirotec '94
Exhibition and conference on
environmental technology, Scottish
Exhibition and Conference Centre,
Glasgow. Deborah Watson, Michael
Kelly Associates - tel: 041-204 2580

10-18 February

Wastem/Wastatech
Exhibition on waste management,
recycling, cleansing and effluent control,
NEC, Birmingham. Mack-Brooks
Exhibitions, Forum Place, Hatfield, AL10
0RN - tel: 0707 275641

26-4 February/March

Plastindia '94
International plastics trade fair, New
Delhi. INDIA International, Mr Herbert
Sark, Postfach 10 08, 40001
Düsseldorf - tel: 49 211 4560-721

27-1 February/March

Recycling 1994
Exhibition, NEC, Birmingham. EMAP
International Exhibitions Ltd, 12 Bedford
Row, London WC1 - tel: 071-404 4844

2-3 March

**National Packaging Plus
Exhibition**
Exhibition, Wembley, London. David
Shepherd, AES Events Ltd, 10 High
Street, Purley, Surrey CR8 2AA - tel:
081-668 9229, fax: 081-668 9239

8 March

Terratec
Trade fair and congress for
environmental engineering and
environmental protection, Leipzig,
Germany. Intech Overseas Fairs Ltd, P D
Box 142, Rochester, Kent ME3 7NR - tel:
0474 824092

8-10 March

Creativa Packaging
Show, NEC, Birmingham. Reed
Exhibition Companies (UK), Driel House,
26 The Quadrant, Richmond, Surrey
TW9 1DL - tel: 081-948 9800

8-10 March

Eastpak
Packaging exhibition, Philadelphia, USA.
Reed Exhibition Companies, One
Housa, 26 The Quadrant, Richmond
upon Thames, Surrey TW9 1DL - tel:
001-948 9900

8-10 March

Liquidex
Liquids handling, storage and
processing exhibition, Harrogate. OMC
Trinity, Times House, Station Approach,
Rutcliffe, Middlesbrough - tel: 0895
67677

8-12 March

Leipzig Packaging Fair
Trade fair with symposium on packaging
and the environment, Intech Overseas
Fairs Ltd, P D Box 142, Rochester, Kent
ME3 7NR - tel: 0474 824092

10-13 March

Isapak
International packaging exhibition, Tel
Aviv, Israel. Israel Trade Fairs Center,
PO Box 21075, 61210 Tel Aviv, Israel -
tel: 972 3 548 2422

12-16 March

PPF Expo
Printing/Foodtech/Plaspack exhibitions,
Guangzhou, China. Adzale Exhibition
Services, 21/F, Tung Wah Commercial
Building, 109-111 Gloucester Road,
Wanchai, Hong Kong - tel: 852 511
0511

13-17 March

Packprint & Paper
Exhibition, Ho-Chi-Minh City, Vietnam.
Globe International Group, PO Box

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8-10 March

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tel: 49 221 61 24 18**

14-18 March

Biopack '94
Conference, Congress Centre Davos,
Switzerland. Maack Business Services,
Moosacherstrasse 14, CH-8804 AUZH
Switzerland - tel: 01-781 30 40, fax: 01-
781 15 69

15-18 March

Propack 84
Conference, 1 George Street, London.
Sue Wallis, Propack 94 conference
manager, Pira - tel: 0372 376161

20-23 March

Foodex Mealex 94
Exhibition, NEC, Birmingham. The
Organisers, Foodex Mealex Ltd, PO Box
106, Coventry CV7 9EA - tel: 0203
644200, fax: 0203 644911

22-24 March

Environmental Technology '94
Exhibition, National Exhibition Centre,
Birmingham. Sara Sims, Reed
Exhibitions, tel: 081-948 9940, or Adrian
Wilkes at Environmental Policy
Consultants, tel: 071-372 7122

22-24 March

Danish Packaging Fair '94
Trade fair, Odense, Denmark. Tage
Christensen, project manager - tel: +45
86 15 55 35

24-29 March

Isapak-ima
Exhibition of mechanical handling,
packing, packaging and food processing
machinery, Fiera Milano grounds, Italy.
Segreteria Operativa, Isapak-ima srl, 52
Via C. Ravizza, 1 20149 Milano MI - tel:
(02) 481 43 25/65

2-8 April

Graphictec 94
Exhibition of graphic arts industries,
Paris. SEPIC, 1 Rue de Parc, F-92593
Levallois-Perret, Cedex - tel: +33 1 49
89 54 42

6-8 April

Packaging strategies
Conference, Swissotel Conference
Center, Atlanta, USA. Packaging
Strategies, 122 South Church Street,
West Chester, PA 19382, USA - tel: 1
215 436 4220

12-14 April

Solidex 94
Solids handling exhibition, Harrogate.
David Tinsley, exhibition manager, OMC
Trinity Ltd, Times House, Station

Approach, Rutcliffe, Middlesbrough - tel: 0895 677677

12-15 April

**ProPak Asia: Food Processing &
Packaging**
Exhibition, Singapore. Singapore
Exhibition Services, 11 Dindig Street,
15-09 Cahay Building, Singapore - tel:
65 338 4747

12-15 April

ProPak Asia 84
International food processing and
packaging exhibition and conference,
Singapore. Andy Montgomery Ltd, 11
Manchester Square, London W1M 5AB -
tel: 071-486 1951, fax: 071 486 8773

12-15 April

Upakovka
Packaging exhibition, Nizhny
Novgorod, Russian Federation - tel:
8312 441 883

13-14 April

South West Packaging Plus
Exhibition, Fort Crest Hotel, Bristol.
David Shepherd, marketing co-ordinator,
AES Events Ltd, 10 High Street, Purley,
Surrey CR8 2AA - tel: 081-668 9229

16-17 April

Peck 84
Exhibition, Istanbul, Turkey. Tülay Fairs
and Exhibitions Organisation, Gazeteciler
Mah., Saglam Fikir Sok. No. 19, 80300
Esnatere-Istanbul, Turkey - tel: 90 1 267
67 04

18-21 April

**TRI-PEX '94 Plastics & Rubber
Exhibition**
Exhibition, Expo Centre, Sharjah, United
Arab Emirates. TRI-PEX '94 Plastics &
Rubber Exhibition, P O Box 923,
Crownhill, Milton Keynes MK9 0AY - tel:
0908 561444

19-21 April

Flex Expo
Flexible packaging exhibition, Dallas
Convention Center, Texas, USA. National
Blenheim Exhibitions, Fort Lee
Executive Park, One Executive Drive,
Fort Lee, New Jersey 07024, USA - tel:
1 800 829 3976

20-21 April

Handling and Storage
Exhibition, Harrogate. OMC Trinity,
Times House, Station Approach, Rutcliffe,
Middlesbrough - tel: 0895 677677

28-29 April

Chubu Pack
Packaging and food machinery,

packaging materials and equipment show, Nagoya, Japan. Central Japan Packaging and Machinery Builder Association, 2-4-10 Kamellima, Nakamura-Ku, Nagoya 453, Japan - tel: 81 52 452 3162

26-28 April

Interphax USA
Exhibition, New York - tel: 1 708 390
2420

26-28 April

IPP
International exhibition of machinery and
materials for package processing and
production, Seoul, Korea. Reed
Exhibition Companies - tel: 081-948
9900

27-28 April

Scottish Packaging Plus
Show, the Glasgow Marriott Hotel,
Anderson, Glasgow. David Shepherd,
marketing co-ordinator, AES Events Ltd,
10 High Street, Purley, Surrey CR8 2AA
- tel: 081-668 9229

30-4 April/May

**National International Safe Transit
Association conference**
Conference, Las Vegas. NISTA
headquarters - tel: 312 645 0083

2-8 May

Macropack
Exhibition, the Utrecht, Jaarbeurs. The
Organisers, PO Box 8500, 3503 RM
Utrecht, Holland - tel: +31 30 955911

2-8 May

Allmaq

International trade exhibition for food processing and packaging machinery, Sao Paulo, Brazil. Alcantara Machado Feiras E Promocoes, Rua Brasilia Machado 60, Cap-01230 Sao Paulo, Brazil - tel: 55 11 826 0111

3-7 May

Propack (Eurotech)
International packaging exhibition,
Brussels. Folia Internationale De
Bruxelles, Parc Des Expositions, Place
De Belgique, Bruxelles B-1020, Belgium
- tel: 32 2 477 0477

10-12 May

**Control and Instrumentation
Exhibition '94**
Exhibition, the National Exhibition
Centre, Birmingham. Stephen Ward,
Enterprise Public Relations, 165
Kensington High Street, London W8
6SH - tel: 071 938 2319

10-13 May

AgroBalt
International trade fair for the agricultural,
food and packaging industries, Vilnius,
Lithuania. IFW Heidelberg, Landfriedstr.
1 A, D-69117, Heidelberg, Germany - tel:
49 6221 16 70 43

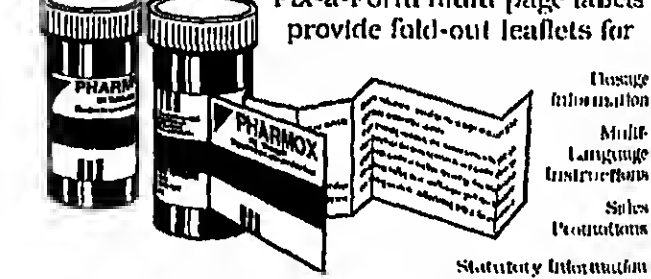
26-31 May

PaPro
International trade fair for packaging
materials production, paper and film
technology, Düsseldorf. Düsseldorf
Trade Fair Agency, Charles House, 108
110 Finchley Road, London NW3 5JJ -
tel: 071-794 0166

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tional skin care products to
industry includes barrier and
afterworks creams as well as
heavy duty hand cleansers
including Swarvega and
Tufanega. They also cater for
the cleaning market with its
range of Janitol hand surface
cleansers and degreasers.

The stretch sleeves manu-
factured for this cleaning range
are extruded and printed as flat
sheet and then folded/sealed

Ldpe sleeves for skin care

for an accurate sleeve size.
They are then supplied as sin-
gle, cut pieces.

The film stretches to allow
application and then shrinks
back to fit the container with-
out distorting the print on the
film, says Swains (Brook Road,
Buckhurst Hill, Essex IG9
5TU - tel: 081-504 9151, fax:
081-506 1892).

According to the company,
stretch sleeves provide key
advantages compared to con-
ventional gravure printed
stretch sleeves, especially in
terms of cost. These benefits
include lower artwork/plate
costs, material costs and mini-
mum order quantities.

The lower quality facility is
said to make the stretch sleeves
ideal for short runs such as test
marketing exercises or mini-
market products.

For further information call 0899 772268

Seven tours to PaPro 94

Packaging News, in association
with Pressplan Travel, has
arranged a selection of seven
inclusive tours to PaPro 94, the
international trade fair for
packaging materials, produc-
tion, paper and film technol-
ogy, taking place in Düsseldorf
from 25 to 31 May.

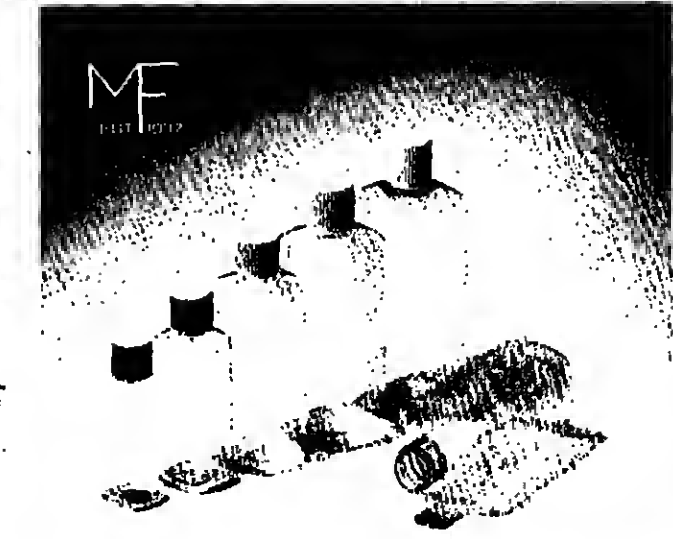
With departures from both
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Further detailed informa-
tion and tour leaflets are avail-
able from Pressplan Travel Ltd
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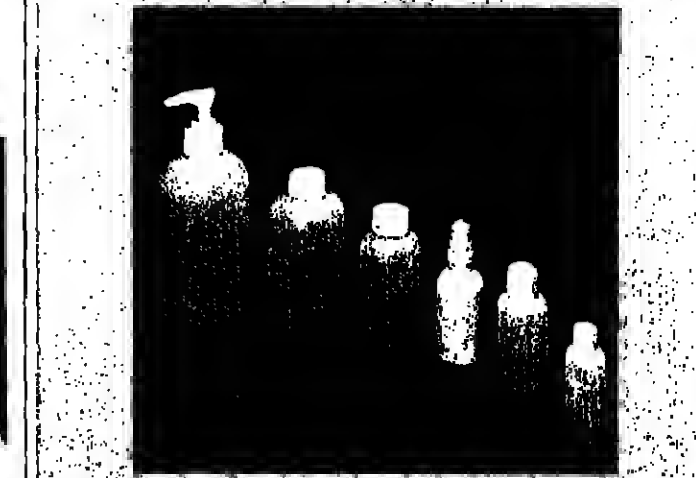
Injectoid Works, Fulman Road, Wigston, Leicester,
LE8 2DE, England. Tel: 0533-881688 Fax: 0533-813000

Call on 0839 772268 or circle number K2-429

PACKAGING NEWS/FEBRUARY 1994



Stretch sleeves produced by Swains Packaging on behalf of Smurfit Precision Labelling for Deb Ltd's occupational skin care products



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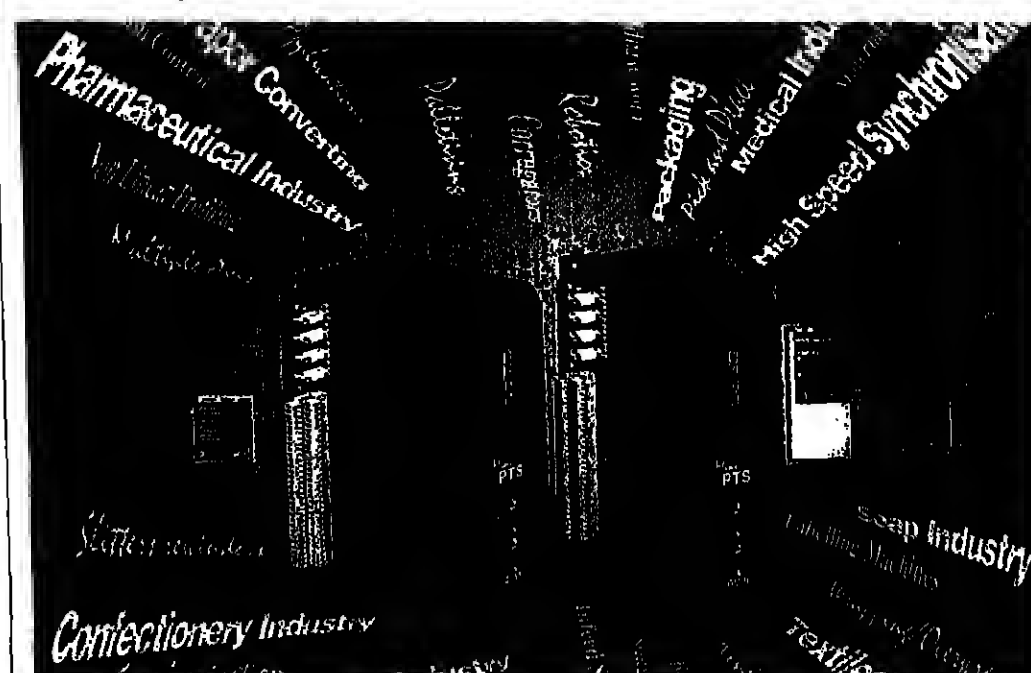
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Easy-to-use transmission system



The Mini Programmable Transmission System features low-cost hardware plus Windows software

Designed specifically for European OEM applications, Quin Systems Ltd's Mini Programmable Transmission System (PTS) "is cost-effective and easy-to-use", John Withers, Quin md, tells *Packaging News*. Much of the impetus to develop the system follows demand from the European market. "We implemented their requests into the product", says Mr Withers.

PTS is a motion control system targeted at applications that require two or more axes of motion control and where there is either a closely coupled relationship between the axes or motions are driven independently.

The latest system features low-cost hardware with additional Windows software

allowing motion characteristics to be manipulated online while the machine is under development. As a result, users can design and develop machines more quickly and competitively, says the company.

"Provides motion profiles"

Like the established PTS, it offers mechanical engineers an alternative to traditional systems of gears, clutches, line shafts and linkages. These are replaced by servo motors and a control system that provides all the necessary motion profiles and synchronisation under software control.

Quin says the mini-PTS will meet 80 per cent of machine applications providing up to four independent synchronised axes in a single module.

"Oems have been slow to adopt the technology, mainly because of the investment in learning dramatically new techniques, together with the barriers of unit price development time and

costs," says Mr Withers. Quin (Oaklands Business Centre, Oaklands Park, Wokingham, Berks, RG11 2ED - tel: 0734 771077, fax: 767288) believes if western manufacturing is to compete with the low labour cost economies of the Pacific Rim total automation is vital, "and our technology holds one of the keys. It unlocks the potential for flexible, highly-automated production, as it offers less downtime, automatic compensation for wear or component quality and no changing of mechanical spare parts."

In addition to being around half the price of the PTS the mini-PTS has features which simplify the machine-builder's task in the form of Windows graphical interface. This allows oem designers to define complicated kinematics using the minimum of numerical input and very little arithmetic.

Motion profiles can be defined in terms of either position, speed, acceleration or jerk, with users instantly seeing the results on screen in any of the alternative areas.

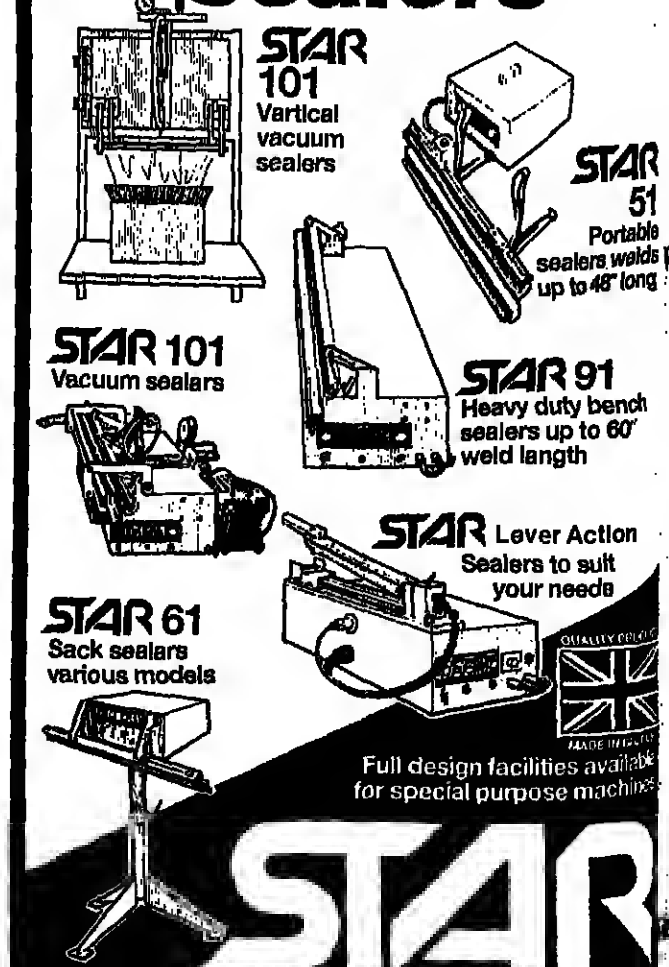
For further information K2 105 Call for details 0839 772268

Key design development

In the January issue of *PN* (page 2) we gave the impres-

sion that Endline had acquired Advanced Design Systems (ADS). In fact, ADS is currently in receivership, and this has permitted Endline to engage the company's key design engineers.

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All aboard for buyer meets supplier event

Packaging Focus '94 is being launched by Richmond Events in association with the Institute of Packaging (IoP) this year with the promise of a captive audience. The event, which will comprise conferences, seminars and business meetings, will take place 22-25 September on board the P & O Sea Princess.

Around 300 senior packaging buyers from sectors including the food, drink and tobacco, pharmaceuticals, retail and wholesale industries have reserved places to attend.

Julian Gorst, project director at Richmond Events, tells *Packaging News* that the events are totally business

focused and have proved to be a success in other fields. One area delegates to other exhibitions have complained about is a lack of senior executives and possibilities for meetings, says Mr Gorst.

"An advantage of Packaging Focus is that the programme on board is highly structured, comprising business hours during which time half-hour meetings are conducted, meal times when suppliers host delegates at their company table and free time after dinner", he says.

The conference and seminar topics are being selected on the basis of a questionnaire that delegates have answered with

the help of the IoP.

Each company executive will have around 30 pre-scheduled face-to-face meetings with potential clients plus numerous informal discussions during the four-day event.

Meetings are scheduled in advance on the basis of both exhibitor and delegate selection. Suppliers and buyers are notified beforehand of all those attending and can select who they wish to meet. Executives and delegates are notified about 10 days before the event with their own itinerary.

There are up to 60 places available to senior executives from suppliers from the cans/metal caps/closures, car-



The conical 4-litre Easy-Supersealed-Totally-Open can from CMB

Speciality can made for paints and inks

A conical 4-litre Easy-Supersealed-Totally-Open can is being launched by Speciality Packaging Benelux, a division of CarnaudMetalbox (Postbus 485, 1620 AL Hoorn, Anodeweg 3, 1627 LJ Hoorn Industrieleerijn Hoorn 80 - tel: 02290 30404, fax: 02290 43289).

The company already produces 5-litre ESTO cans at its Elburg facility. The production line will also be able to produce the 4-litre can since it has the same cap diameter of 180mm as the 5-litre ESTO can.

José de Vries, marketing services manager, tells *Packaging News* that the can was developed in response to its customers wishes, with the primary impetus coming from the

paints and inks sectors. Ultimately the company aims to launch a complete range of conical cans from 2.5 to 5 litres in size. Ms de Vries says the 2.5 litre can is at the trial stage and production is due to start within the next few months.

"We launched a 2.5 litre can about five years ago which was not a success. We have now gone back and adapted the height and size. Our customers have asked us for this capacity," she says.

The ESTO is a two-piece can in which the ring is formed from the body to maximise openability, allowing it to be emptied completely.

For further information K2 107 Call for details 0839 772268

Flexible feed pallet robot

A palletising robot which incorporates flexible feeding technology is being heralded as a first by Adept Technology Inc in the USA.

Both the Adept 1850 and 1850XP Palletizer Robots use vision guidance and conveyor tracking to handle loosely fixtured or randomly oriented products directly on a moving line.

They do not require dedicated fixtures or product-specific feeding equipment and are

designed for higher payload applications, says Bryan St Amant of Adept (150 Rose Orchard Way, San Jose, CA 95134, USA - tel: 0101 408 432 0888, fax: 0101 408 432 8707).

The Adept 1850 can go to speeds of up to 70 kg up to 700 cycles an hour. While the 1850XP handles up to 150kg with speeds of up to 1000 cycles an hour.

For further information K2 105 Call for details 0839 772268

tons, design, glass, label, laminate/film/foil and paper board sectors. Participation is at an all-inclusive price based on the number of representatives sent and includes a meeting area in one of the lounges for meetings and a table for meal-time meetings. There are no stands built on the ship.

"Companies are now signing up"

To date two companies have signed up - ICI Melinex Division and Wace Datacolour - and others are in the process of doing so, says Mr Gorst.

For further details contact Richmond Events, London House, 243-253 Lower Mortlake Road, Richmond, Surrey TW9 2LS - tel: 081-332 2422, fax: 081-332 0939.

For further information K2 106 Call for details 0839 772268

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Make The Conversion To Total Control

The demand for more volume is one thing, the individual characteristics of specialist finishes is another. Both require a broad of converting machinery that allows the necessary degree of control, for which Titan has introduced the S16 roller re-winder.

The S16 is a natural progression from the Titan S15 - the most popular machine of its kind in the world - introducing new concepts and refinements to deal with a heavier and more varied workload.

In addition to more parent reel capacity - from 1,000 to 1,800 mm wide, the S16 has a maximum speed of 450 metres/minute, which is a 50 per cent improvement made possible by a new standard drive package.

The introduction, as a standard feature, of lay-off pressure that automatically compensates for material diameter and speed, brings a level of control that is essential when running many of the modern materials. Use the Titan S16 to make the conversion to total control.



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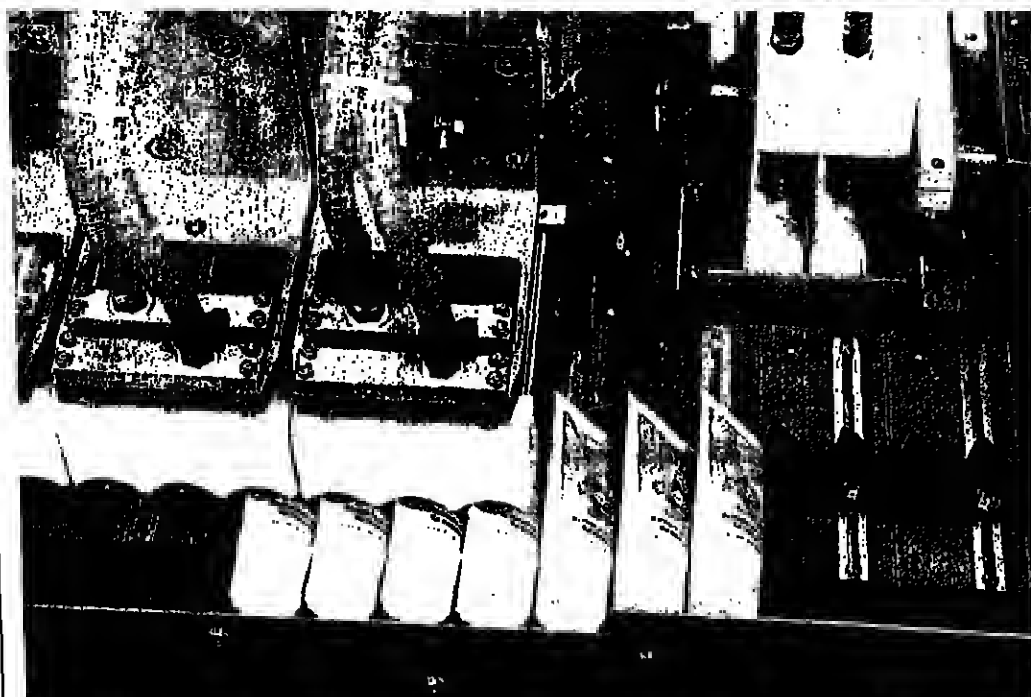
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The robotic system allows tubes of toothpaste, cosmetics or foods to be loaded directly into packs

Cartonless tube installations

The move to cartonless tube packing - spurred initially by German demands for reduced packaging to meet its Packaging Ordinance requirements - has resulted in ten of the sixteen TSR machines, ordered from IWK, being installed.

First installation was at Wybert, Germany a year ago which was a first generation machine that handles cartons in a horizontal format only. All other machines are the latest generation design which, via a

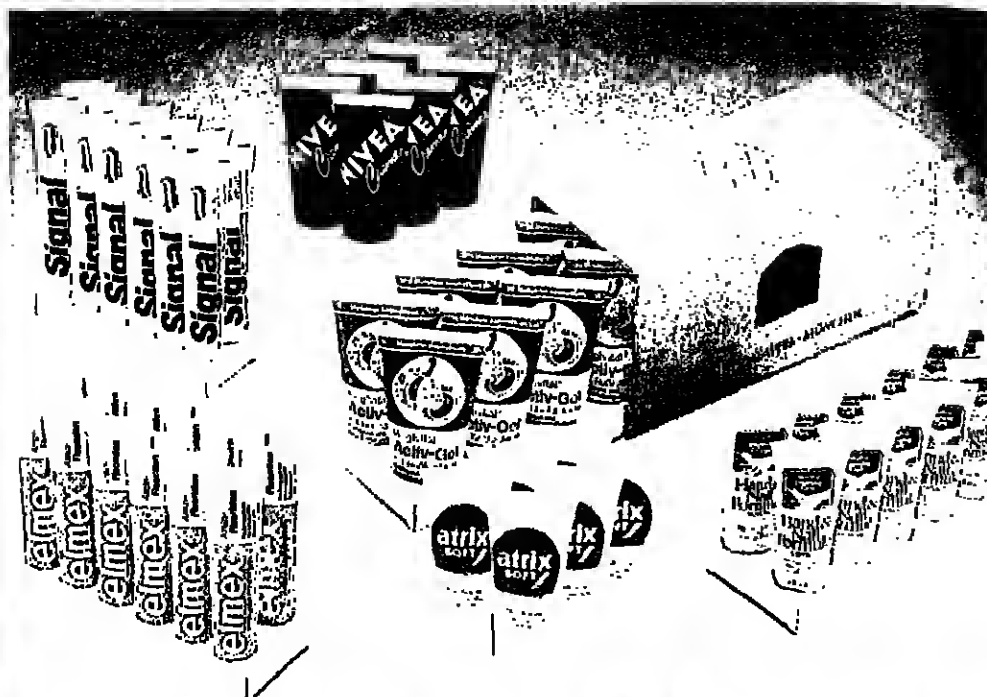
robotic system, can place tubes in any orientation required - vertically, horizontally or nested top to base.

This version, the TSR cartonless packaging system, was launched at interpack and depending on format, packaging material costs can be halved and pallets loaded with twice as many tubes, says IWK's UK and Ireland agent Sussex and Berkshire Machinery Co Ltd (Blacknest, Alton, Hants GU34 4PX - tel: 0420

22669, fax: 22687).

Fifteen of the tube filling and packing lines are handling toothpaste with Elida Gibbs in Germany being the one exception. They are packing its nail-care, haircream and Ponds facewash products.

Elida Gibbs supplies products in cardboard trays for the German market and in plastic trays for the French and British retailers and the company required a machine that could cope with either tray type with



Many formats of travel and display packs can be achieved by IWK's TSR Cartonless Packaging System

the minimum of changeover time. The IWK equipment offers the option of a cardboard tray erector module or fitting a plastic tray denester.

As Hans Seydel, managing director sales of IWK, tells *Packaging News*, most of the leading toothpaste manufacturers in Germany, including Procter & Gamble which has ordered five lines, are now using the TSR system. He believes the success gained in this market will lead

to others, but for pharmaceutical type products the question of patient care leaflets remains an obstacle.

Outside Germany, Stafford Miller in Ireland has just commissioned a line which will be handling its Sensodyne toothpaste, while at Stafford Miller in Plymouth, a line due to go in this July will be supplying the whole of Europe with this product.

The TSR system accepts tubes, typically in two streams from a twin head filler, shingles the two streams and then loads the tubes into a collation conveyor with fittings that

maintain the shingling. This conveyor indexes below the robot which, once the desired number of tubes for a complete layer or row has been accumulated, lifts the collation by vacuum cups. For horizontal loading the layer is simply moved forward and down; for vertical packaging the head rotates through 90 degrees.

The robot - which is manufactured by IWK sister company Kuka - is equipped with software package which enables it to be programmed by any IBM-compatible pc.

For further information, call 0898 772268 or 0898 772269.

Parkside Flexible Packaging Ltd (0532 713963) intends to seek a listing on the London Stock Exchange by means of a placing within the first quarter of 1994. Pre-tax profits rose to £1.8 million in 1993, an turnover of £21.9 million. Parkside's sponsor and stockbroker is Panmure Gordon & Co Ltd.

Interconsult UK Ltd (021-355 1153) has set up the first subsidiary outside the UK in Valencia, eastern Spain. Interconsult España has been established by Richard Calder and aims to encourage Spanish businesses to know and understand UK and northern European markets and improve trading within the Single Market. Its services will include packaging development and technology transfer advice.

Burford Research Consultants (0628 484118) is the first UK company to be accredited by NAMAS with ISO EN 28317 for testing child resistant packaging. BRC has nearly 30 years experience of child research.

Lawtons Ltd (051-227 1212) will become the exclusive UK distributor for Kallitso Packaging Machinery, the German manufacturer of shrinkwrap, tray packing and cartoning machines. The business will be known as Lawco-Kallitso and be headed by Daniel Lambie. Lawco-Kallitso will take full responsibility for all aspects of sales and marketing, installation, service and spare parts for both new equipment and existing systems.

Pifa, the Packaging and Industrial Films Association (0602 422445) has moved its offices from central Nottingham to 2 Mayfair Court, Northgate, New Basford, Nottingham NG7 7GR.

APV plc has sold its 100 percent shareholding in Douglas Machine Corporation to Minnesota Limited Liability Corporation for a cash consideration of \$28.9 million. Net cash of approximately \$8.9 million was retained by Douglas. APV said the proceeds of the sale will be used to reduce debts.

Italdibipack Spa, the Italian shrink machinery manufacturer, has given sole distribution agreements to Murray Packaging Ltd (041-946 2229) in Scotland and Sontex Machinery Ltd (0274 872299) in the rest of the UK for its products. It is the company's first venture into the UK market. Italdibipack machines will complement the companies' existing ranges of shrinkwrapping systems with both high speed automatic L sealers and simple combined seal/shrink units.

Riverwood International Corporation, the US paperboard, packaging and packaging machinery company, and Genspak Holding AS have set up a joint-venture company based in Denmark to serve the Scandinavian beverage market with machinery based systems for beverage and food packaging applications.

API Group plc is to sell its heating and ventilating business, Diffusion Environmental Systems Ltd, to Banson Group plc. The total consideration to be received on completion is £1.5 million in cash. Michael Smith API Group's chief executive said: "The disposal will permit API to concentrate entirely on its core packaging, specialist coatings and office products activities."

Mydrin Ltd has formed three companies in India, Singapore and Australia to meet the growing demand for its EVA hot melt adhesives for the packaging industry, as well as for textile coatings and footwear products in the Far East.

Tesco has introduced a 4301 Universal Tasting Instrument from Instron (081-336 1282) equipped with environmental chamber, which will play a key role in ensuring the quality of the wide range of plastic and paper products sold to or used by Tesco customers at its recently opened Technical Centre in Chesham.

The equipment replaces a test system installed in 1982 at the old laboratories. David Bolton, senior materials technician, says the Instron system "is easy to operate, accurate and able to carry out tests of 50-250deg C."

AssiDomän is the name of the new Swedish group that has been formed following the merger of ASSI and Domän. AssiDomän will be privatised during the Spring and then make a bid for Ncb. Production will be focused on packaging materials and packaging made of paper.

Orion Machinery Ltd (0463 800881) has acquired the Dairon range of web handling equipment and Overstar the machinery maker for business forms production from Orion Holdings plc.

Notem Ltd (0532 779504) has been appointed the agent for the Italian CAMA Group. Notem will provide CAMA's CL Cartoner range of horizontal end-load cartoning machines that use a central drive shaft in place of chain and belt drives.

Hansen GmbH, the German pouch filling/sealing machines maker, is launching another range of machines (UK: 0488 72525). Pouches varying in size from 100 ml to 10 litres can be handled on a single machine. The range also includes semi-automatic spout welding equipment for customers looking to buy pre-made pouches locally and insert reclosable spouts in-house for additional flexibility and significantly reduced unit costs for the pouch bottle, says Hansen.

Newtee UK Ltd (081-758 9000) has commissioned a Hot-Pal 2200 pallet shrinkwrapping system on behalf of Congleton Board, an operating unit of BPB Paper & Packaging Ltd. Previously, the

company paper wrapped or stretch wrapped its pallets of laminated board products. Congleton has made the switch to reinforce its commitment to seaworthy packaging. It required full weather production and pallet load stability.

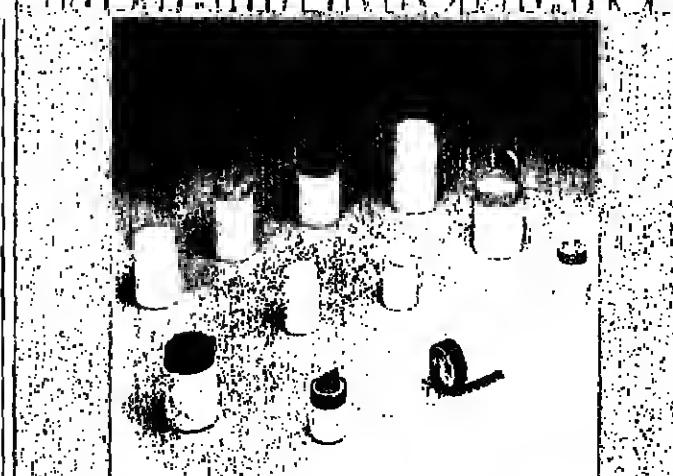
Paktak International (0203 223145) has won the sole UK and Republic of Ireland agency for Nagema, the German manufacturer of machinery and equipment for the drinks and liquids industries. Paktak says the deal is due to the economic effects of the collapse of the Eastern block. Part of the deal involves Nagema training Paktak staff.

Erich Bruckmann, managing director of Nagema, says: "We used to be one of the most important manufacturers in the former Soviet Union selling hundreds of bottling lines to Russia, China and also

India. Now we are looking to Western Europe."

Manders plc has acquired the Coda International Inks Business for an estimated cash consideration of £26.6 million. The transaction complements the group's existing coatings and inks business internationally and will increase Manders' range of liquid inks technology, improve purchasing power and give technological advantages. It will also establish a significant foothold in Continental Europe, says Manders.

Itipack srl will now manufacture Titan GmbH's Titan Series strapping machine using the original VK10 strapping heads from Titan. Titan GmbH will continue to market the machines in Germany but Itipack has appointed Lawtons Ltd (051-227 1212) as distributor in the UK for all Titan and Itipack plastic strapping machines.



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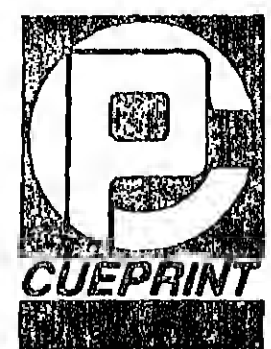


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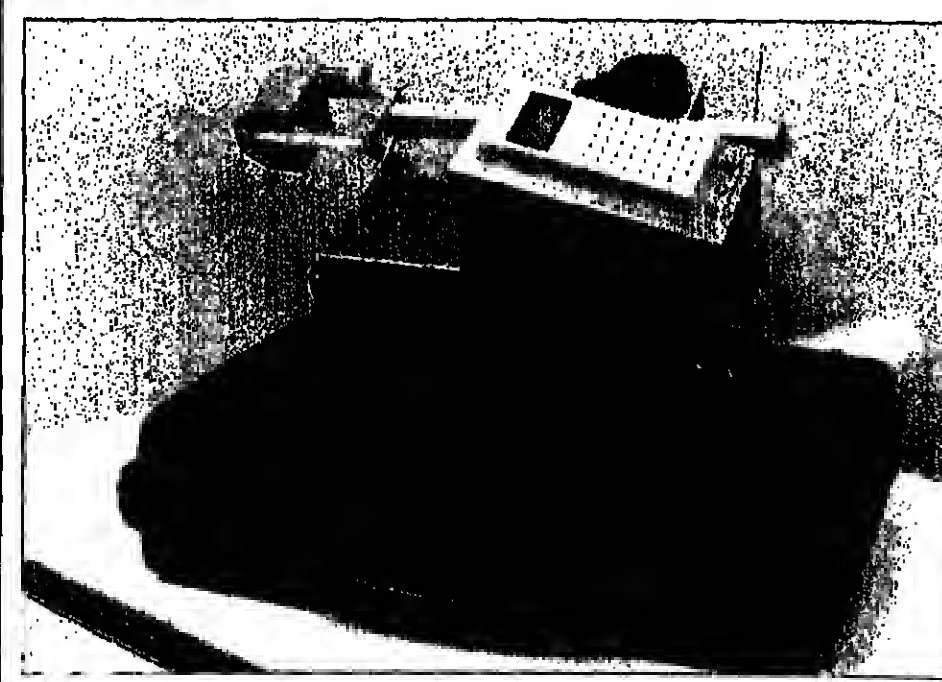


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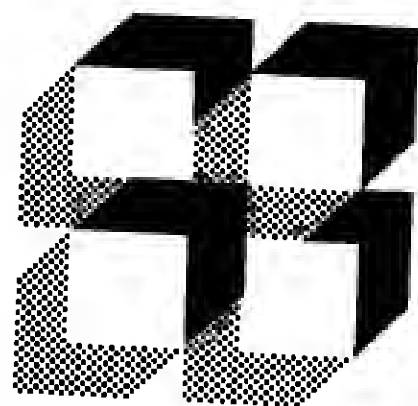
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Stretchfilm savings

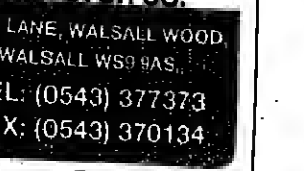
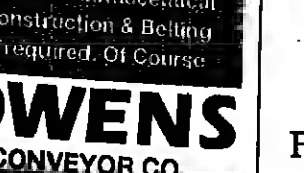
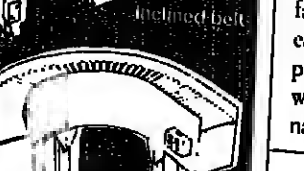
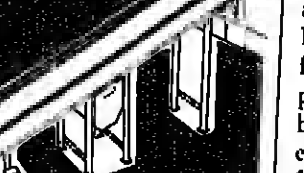
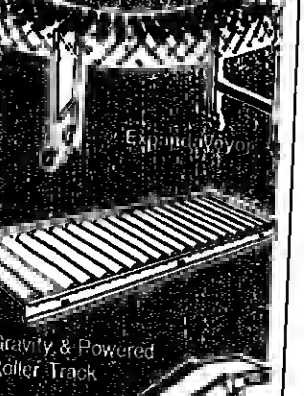
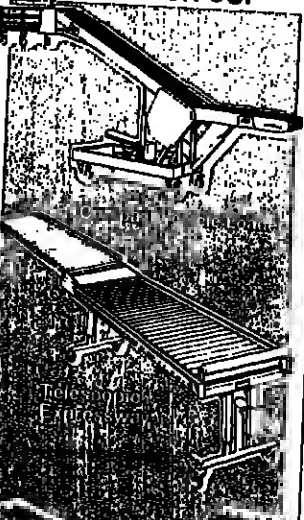
A 14 micron hand stretchfilm, said to have the strength of a 17 micron film, has been launched by Wiggins Teape Packaging.

According to the company, significant savings can be made by customers using the film for hand pallet wrapping rather than using larger quantities of thinner film to achieve the same pallet stability.

"We recognise the need to help our customers save on the amount of stretchfilm they use, and this is one major step forward in achieving this," says Stephanie Eno, marketing manager at Wiggins Teape (PO Box 88, Gateway House, Basing View, Basingstoke, Hants - tel: 0256 842020, fax: 843447).

For further information K2 116 Call for details 0839 772288

OWENS CONVEYOR CO.



Bottleneck unblocked

A bottleneck between production and packing on a french-fry line in Denmark has been overcome with the installation of a fully automatic line from Piepenbrock, including a Hastamat weighing and bagging machine.

Mounted on a vibration-free chassis, the Hastamat CP 1.10 multihead weigher is used for sorting batches of 750g, 1kg and 2.5kg at Flenssted as. When the throughput is 3000kg an hour, weighing accuracy is put at 0.5g, so inaccuracies are minimised.

Beneath the weigher, a Hastamat R350 MP bags individual volumes of up to 12.5l. Heat-sealing as well as welding can be used on pe or aluminium films.

Controls for the tubular bag machine and weigher are

combined on a single display, with data transferred to a central production control system. "We were especially impressed by the very clearly arranged operator's display giving easy step-by-step instructions," says Knud Knudsen, production director at Flenssted.

Integral dispenser

An integral label dispenser can be used, for example, in promotional campaigns and a checkweigher is positioned just below the cross sealing station. Over- and under-filled or poorly sealed packs are automatically rejected. A feedback system relays preselected sample weights to the central production control system.

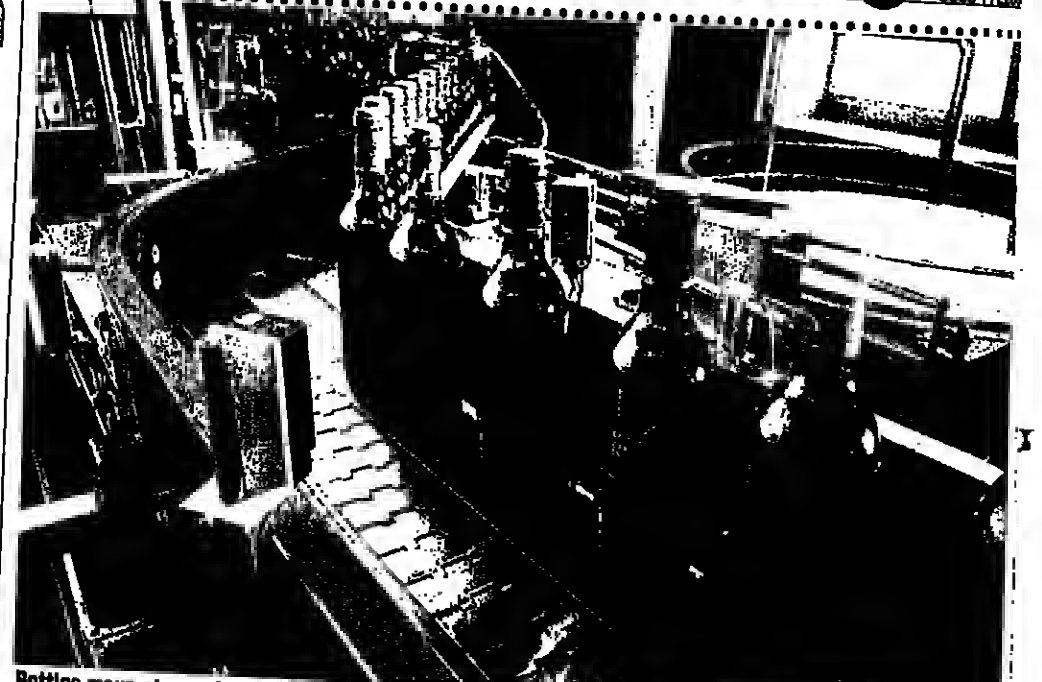
Full bags then move forward to a Superior case erector and

packer, with bottom and top flaps sealed with heat. Further checkweighing ensures the correct number of bags has gone into each case, says Piepenbrock (Hammoversche Strasse 91-95, Postfach 34 49, W4904 Osnabrück, Germany - tel: 0541 58410, fax: 5841906).

Before reaching the packing line, potatoes are automatically peeled, cut, checked for defects, boiled and cooled or frozen in a tunnel. Prior to the installation of the fully automatic line, weighing and filling of pack contents could not keep up with production.

Flenssted produces 10 million kilos of french fries and 8 million kilos of peeled potatoes a year at its plant.

For further information K2 113 Call for details 0839 772288



Bottles move at speed through the low-maintenance, ultrasonic thru-beam system by Baumer electric

Ultrasonic beam counts fast-moving objects

A low-maintenance ultrasonic thru-beam system is available in the UK for the detection, counting and measurement of fast-moving objects.

The USDK 30 D emitter and UEDK 30 receiver from Baumer electric Ltd differs from polarised, retro-reflective photoelectric systems by not being so dependent on having clean sensor and reflector surfaces. The Baumer equipment can detect coloured or transparent objects of different sizes without this level of maintenance, says the company.

Even though ultrasonic systems are said to suffer only marginally from this sort of defect, the system is equipped with a led which shows when the detector is in operation and when soiling of the transducer has reached levels which might affect accuracy.

By using a frequency of 220kHz, the Baumer sensors are inaudible to operators and are unaffected by ambient noise. The compact unit is said to be ideal for confined spaces.

When the beam from the emitter is broken, the receiver

produces an output signal. Operators can adjust amplification of the input signal.

Unlike single-unit proximity systems, the thru-beam method gives continuous measurement, so allowing for comparatively fast moving objects to be sensed, says Baumer (which is based at 33-35 Shrivensham Hundred Business Park, Majors Road, Watchfield, Swindon SN6 8TZ - tel: 0793 783839, fax: 783814).

Baumer systems are already working in areas such as wine bottling and the blow-moulding of clear pet bottles, produced at rates of over 20,000 an hour.

For further information K2 114 Call for details 0839 772288

Low cost filling combination gives accuracy

Low-cost automatic filling can be easily acquired by combining an indexing conveyor and single-head filler - both available from ABA-Alite - says the company.

According to ABA-Alite, its AB25 automatic indexing conveyor system can be used with the AB6 auger filling unit to create a fully automatic system, which the company calls AB50. A twin-head version - the 150 - is also available with two AB6 units. Prices are said to be two-thirds to three-quarters those of comparable competitive equipment.

On a single-head model, the semi-automatic's tip throughput of 30 fills a minute is increased to 50. The indexing of a container automatically triggers the filling cycle. Since it is a modular system, layout and conveyor direction can be tailored to the requirements of the individual customer.

Accuracy on the AB range, which can be used for powders or granules, is said to be ± 1 per cent, with capacity from only a few grammes. A robust, hygienic structure and a simple drive mechanism are other advantages of the system.

The space occupied by the conveyor and control panels remains the same with the twin-head version. With the addition of the second filler and further indexing stops, almost twice the filling capacity is offered. On this and the single-head model,

trays and specialises in face powder and eye-shadow companies. Delivery times can be kept short, says the company (22 Such Close Ind. Estate, Letchworth, Herts - tel: 0462 480166, fax: 481256). Automation of other

a container lift facility is also optional for bottom-up filling.

Progressive automation is possible, the company points out, without redundancy of existing equipment. Container handling can be designed for flexibility, while changeover requirements are said to remain low.

ABA-Alite also has high-speed container handling sys-

equipment needing auto-indexing, is possible with the conveyor, in areas such as other types of filling or collating.

For further information K2 115 Call for details 0839 772288

Case/pallet system can be flat-packed

An integrated case and pallet system using only corrugated board, and capable of being flat-packed for transit and storage, is available from Canadian company Containercraft.

Advantages of the Keypac system include its monomaterial composition, low weight and simple assembly, says designer Raymond Keys. The system is ideal for bulk packaging of small items, he says.

The pallet-bottom sheet is assembled separately, then combined with the flaps of

the case before bearers are inserted to fill the pallet feet. The bearers are also produced from high-density corrugated board.

No manufacturing process other than straightforward case-cutting and -creasing need be used for the main box, says Containercraft (12709 - 15A Avenue Ocean Park, South Surrey, British Columbia V4A 1L9, Canada - tel and fax: 010 1 604 5314988).

For further information K2 116 Call for details 0839 772288



The FND30 pump dispenser from Engless gives hygiene benefits

Easy-to-clean valve

Hygiene benefits offered by an easy-clean valve were key to the choice of the Engless FND30 dispenser by Belgian sauce manufacturer Beckers, Essen nv.

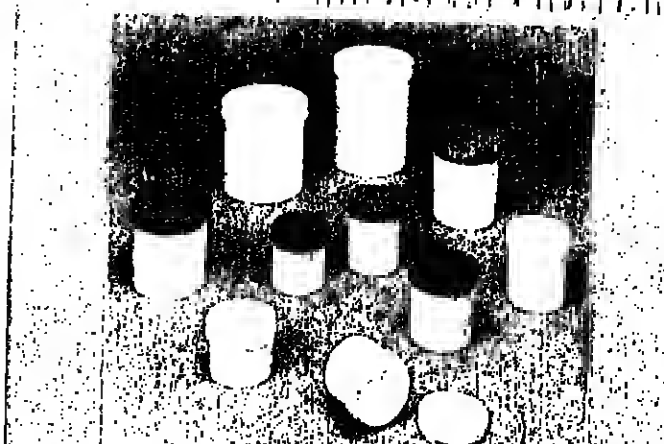
Beckers required a dispenser for its five litre bag-in-box range and, after tests of the various options on the market, decided that the Engless model was the easiest to dismantle and clean. Products include particulates, and Engless took this into account in the version of the dispenser supplied to Beckers.

"To achieve the company's requirements we made some

additional modifications including wide-bore tubing and a new adaptor," says Engless business development director Maurice Fennell.

Easy access to the one-piece inlet/outlet valve for cleaning was a major consideration. Reassembly is as easy as dismantling, without the risk of losing the large valve component, says Engless (Scudamore Road, Leicester LE3 1UG - tel: 0533 871371, fax: 312077).

For further information K2 117 Call for details 0839 772288



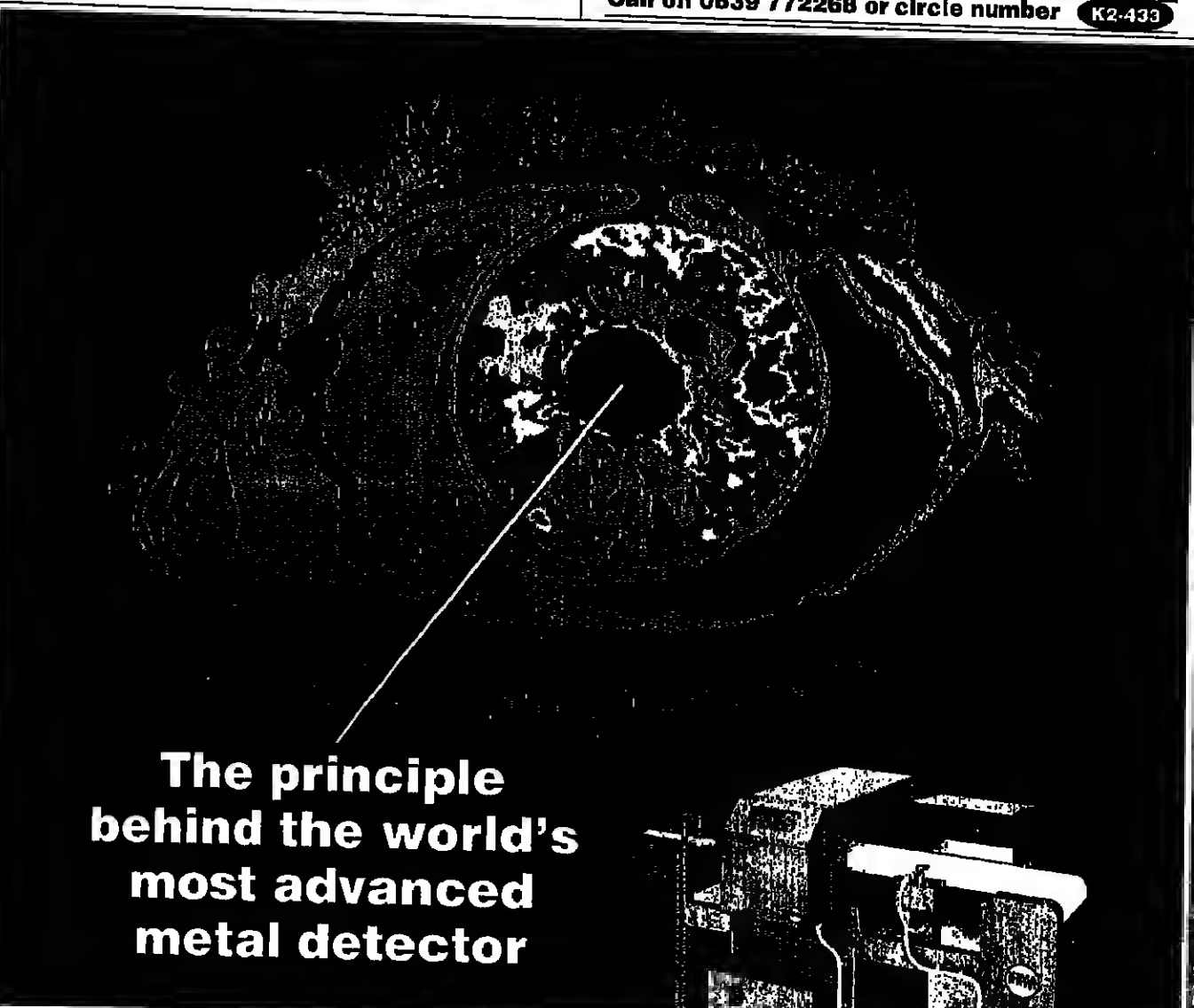
Byron Corporation (11111) is a world leader in the production of plastic jugs and containers. The company has a long history of innovation and quality. Delivery times can be kept short, says the company (22 Such Close Ind. Estate, Letchworth, Herts - tel: 0462 480166, fax: 481256). Automation of other

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Plastics separation project

A Pira-led consortium has won a £1 million grant from the European Commission to develop a system for identifying and separating plastics in mixed wastes.

At the end of three years, Pira is expected to have a pilot plant up and running, which will be able to make at least 100 identifications a second and sort plastics at speeds of up to 10 articles a second.

"We have worked on most common plastics, but the system will in principle be applicable to any type of plastic and the number of tracers is unlimited. It could be applied very easily to packaging," says Philip Tice of Pira's packaging research department.

The consortium will develop tracers that identify the different types of plastics and manufacture a range of plastics containers which hold the tracers. Other partners in the project include: Bayer in Germany, Cranfield University, Newell Engineering, the Laboratoire Nationale d'Essais in France and the Apine.

Pira (0872 376161) is also looking for industry sponsors to provide some funding towards the project.

Pilot scheme backs up eps transit choice

Hoover's choice of eps rather than board for transit packaging to protect its white goods is being backed up by a pilot recycling scheme at one of its distribution centres.

The relatively small proportion of eps collected from direct domestic deliveries by Hoover rather than by high street retailers is shipped back to its two distribution centres at Merthyr and Manchester.

At Merthyr a pilot scheme is recycling the used eps, which is then sold on for use as building insulation.

System reappraised

Hoover used to source fibreboard for transit protection but, the company tells *PN*, high stock returns because of damage led to a reappraisal of this system. "The opportunity was taken to review alternatives from an environmental perspective," says a spokesperson. Figures suggested that eps recycling could be more energy efficient than fibre.

Since Hoover adopted eps and shrinkwrap for transit, stock returns have been reduced, says the company.

There is still work to do in developing eps collection,

recycling and markets for the reprocessed product in the UK, as can be seen from Hoover's inability to date to recycle waste returned to its Manchester distribution centre. Instead it is simply compacted and sent to landfill.

Converters and recyclers of ps and eps in the UK have been stressing the recyclability of their product, and are determined to strengthen the infrastructure in this country. The Polystyrene Recycling Association (PSRA), which groups companies recycling all forms of ps, is also involved in looking at other options, including incineration for energy recovery.

Some 10 per cent of eps packaging in the UK is recycled, the BPF (British Plastics Federation) estimates, expecting this figure to rise as new markets are stimulated.

"Recycling is an important waste management option for eps transit packaging and we actively encourage it wherever it is economically and environmentally viable," says Dick Hills, chairman of the federation's eps packaging group.

A PSRA directory of ps recyclers in the UK is available from the BPF (6 Bath Place,

Rivington Street, London EC2A 3JE - tel: 071-457 5000, fax: 071-457 5018).

Companies such as Hoover have been reassured by a recent environmental agreement involving, says the BPF, 70 per cent of the world's producers

Technologies for all materials will be showcased at Recycling '94 later this month. Here we also examine progress with plastics collection, sorting and reprocessing in the UK.

of eps transit packaging.

This grouping has set out to combat misconceptions in some quarters about the acceptability of eps transit packaging in parts of Europe in particular.

Signatories of the agreement included the major raw

material suppliers, manufacturers of eps from all over Europe, Japan and the US as well as industry associations. The forum was hosted by the BPF's eps group, now spearheading efforts to approach and inform on their own ground decision makers around the world.



Eps transit packaging is establishing its environmental credentials

Timber alternative

Problems over what to do with the large volumes of eps packaging used by Sony Manufacturing have largely been overcome by the introduction of a programme run at its plant in South Wales by Save Wood Products, which makes a timber alternative from eps. The company is also close to signing a deal with an electronics company in the UK for a similar venture.

Sony has installed a baler which densifies the eps at a rate of 400 kilos an hour with a volume reduction of 50:1, so that lorry loads of 20 tonnes are transported at a time to Save Wood's Isle of Wight plant and turned into the firm's Durawood timber alternative.

"This has done away with haulage and storage costs traditionally associated with eps packaging," says Robert Billson Save Wood Products md (The Old Riggers Loft, Marina Walk, Cowes, Isle of Wight PO31 7AY - tel: 0983 29935, fax: 299069).

Currently moving to 30,000 sq m premises, the company will also be opening a plant on the mainland later in the year and is now installing additional equipment so that it has five compound lines and five profile lines.

At the first stage the baler reduces the eps, then it is compressed into a plastics bead

which can be used in injection blowmoulding components. Alternatively, the product is taken a stage further and undergoes a profile extrusion process which includes a proprietary foam process to make the Durawood product.

"We do it slightly differently"

"We do it slightly differently to other companies, as we draw on our metal recycling experience making ps alloys and blending techniques," says Mr Billson.

Durawood aims to move into new markets and challenge the hardwood timber sector. It has just begun to sell to Texas and Homecare in the home improvement sector, as well as supplying McDonalds fast food outlets.

"It is one answer to the problem of eps waste. We believe we have to create a commercial base for recycling. We have given Sony a real income from its waste. Eps is a resource for us and we pay for it," he says. Durawood sells for £2000 a tonne - comparable with hardwood after finishing. It does not rot or require painting and resists insects.

For further information call 0832 772268

European targets will be addressed

European Union recycling targets and their effect on the packaging industry are just one of the issues to be addressed at the Recycling '94 exhibition and conference which will take place at the NEC in Birmingham February 27-March 1.

Exhibitors from around the globe displaying a range of recycling solutions for plastics, textiles, metals, glass paper and chemicals are expected to attend and the programme aims to meet the needs of retailers, manufacturers, local authorities and waste management companies.

The event is being sponsored by *Materials and Reclamation Weekly* and *Plastics & Rubber Weekly*.

Each day seminars will be held focusing on exhibitors, industry and local authorities. The Business and Industry seminar on March 1 will be introduced by Peter Mudie of Business in the Environment and features case studies from Boots the Chemist on its 3R's programme: The Body Shop, and CarnaudMetalbox on developing technology to enable post-consumer plastics to be recycled into primary packaging.

Contact Susan Fairley, EMAP Trenton International Events Ltd, Beech House, 840 Brighton Road, Purley, Surrey CR8 2BH - tel: 081-660 8008, fax: 081-660 6243.

For further information call 0832 772268

Joining forces on pet collection

Pet resin producers and bottle converters have joined forces to form a new association Pet-core (Pet Container Recycling Europe) which will work together to increase collection, recovery and recycling of pet containers across Europe (c/o Apme, Ave E Van Nieuwenhuysse 4 Box 5, B-1160 Brussels, Belgium - tel: 010 32 2 675 3297, fax: 010 32 2 675 39 35).

One of the association's main aims is to comply with the recovery target of 50 per cent set under the proposed European Union's packaging directive. Vince Matthews, a former executive director of the Apme's environmental unit, says he is aware of the many discrepancies that exist across Europe. "At the moment we are a long way off

reaching the EU target as under 5 per cent is recycled." Dr Matthews who will be co-ordinating the association's activities across Europe, tells *PN* that he is already working with collection bodies and authorities across Europe. "The ability to collect is the slowest part. The European recycling capacity is way above what is collected. We don't want Pet-core to exist in perpetuity." The founder members, AKSO, Continental PET Europe, CONSTAR, International Holland BV, Eastman Chemical AG, Hoechst AG, ICI Chemicals and Polymers, Inca International, Johnson Controls, Shell International Chemical Co, and the EAPC, the European Association of Pet Converters, will target blow moulded pet bottles and containers of 5 litres and under sorted to agreed specifications.



The exhibition features case studies from Boots the Chemist

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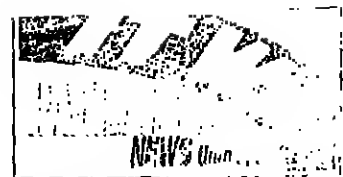
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The Garden of Worldly Delights (Hell), by Hieronymus Bosch 1480-1816. With thanks to The Prado, Madrid, DII and Tempore on panel. Reprinted on Trucard 240 gsm.



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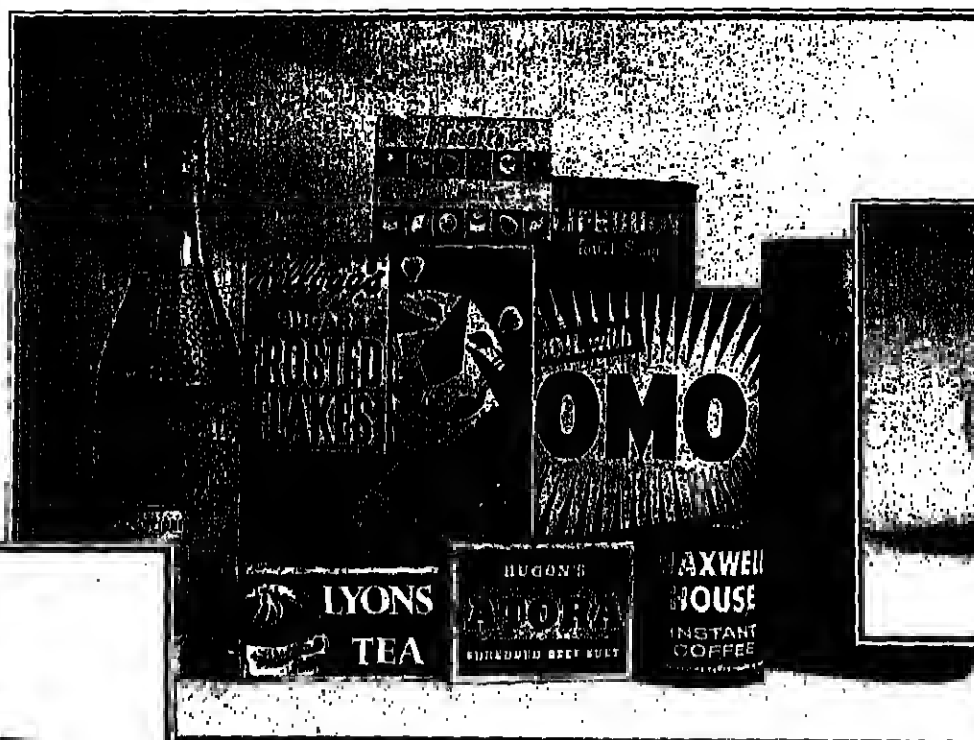
1954

By the end of 1955, after one and a half years in existence, Packaging News had driven its circulation up to 11,000 and was serving a post-war industry which was increasingly quick to invent, keen to invest and turning outward to the wider world.

1955

To report concisely and promptly significant developments in all branches of packaging - this was stated as the mission that Packaging News set itself at its launch in 1954, and there was plenty around to be concise and prompt about.

Many of the names that appeared on our pages then can still be found in Packaging News now: Cryovac bags were featured in the June '55 issue, Viskings were shown around a Sarson's Virgin Vinegar jar in the same month. The "Società Anonima GD" and Bramigk were among the exhibitors at the Packaging Exhibition previewed at the beginning of the same year.



A FORERUNNER OF THE FAMOUS JIF LEMON WAS LAUNCHED IN '55, USING A BLOWN PE CONTAINER RATHER THAN 2OZ GLASS BOTTLES. THIS PACK WAS BRANDED WITH THE NAME HAX



IN 1955 CANS FOR BEER WERE TURNING TO FLAT-TOPPED TINPLATE DESIGNS TO REPLACE "THE FAMILIAR CONE-TOPPED CAN", WHILE ARGUMENT RAGED AS TO HOW METAL AFFECTED FLAVOUR

Held at Olympia and sponsored by the Institute of Packaging, the Packaging Exhibition attracted 193 exhibitors. There was exhilaration at the end of rationing with, according to the journal, supplies of tinplate, film, paper and board still falling short of demand. Also noted was an increasing openness to foreign competitor companies. PN was a little hesitant when it looked back on the show. "Packaging Exhibition was successful, well organised, well attended, but was it a day or two too long?" ran the incisive headline.

An increase in the bank rate prompted a CONSUMER PACKS REFLECTED INCREASING DEMAND FOR COLOUR OUTSIDE AND VARIETY INSIDE

PRODUCTS LAUNCHED IN THE SAME YEAR AS PN IN RESPONSE TO BOOMING CONSUMER DEMAND INCLUDED MAXWELL HOUSE INSTANT COFFEE AND OMO

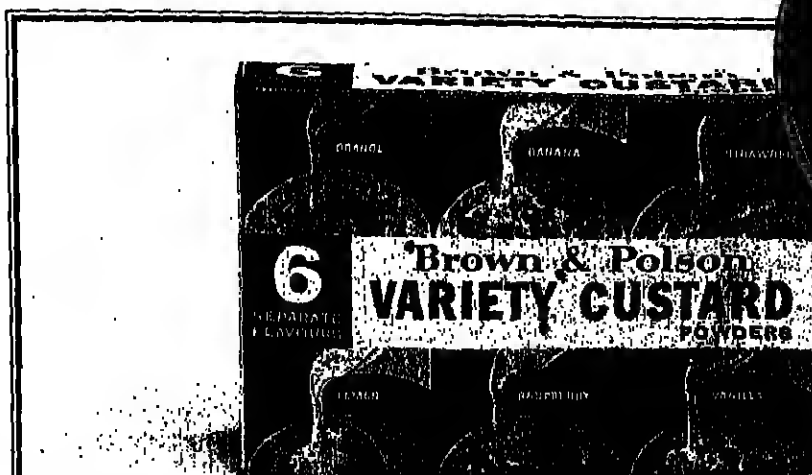
drop in stock exchange prices: Bowater Paper fell by 4s3d, Wiggins Teape by 3s6d and AE Reed by 7s6d. The price of tinplate steadied at £2 19s 7d a ton.

There were potential case studies in abundance about how bad packaging was costing companies money. PN was almost moral in its tone when showing 'before and after' in an enamelled goods warehouse: "... the nest collapses. Damage follows disorder."

Later in '55 rumours circulated about the possibility of Tetra Pak coming to the UK with its classic tetrahedron carton. A Mr Fortescue of the Milk Marketing Board (remember that?) was convinced that the Tetra Pak system had advantages over other cartons. "The comparative cheapness of the pack is owed mainly to the small amount of paper which is needed to make it," PN said.



AN EARLY EXAMPLE OF 1950s FORMED PLASTICS FOR VINOLIA BABY POWDER



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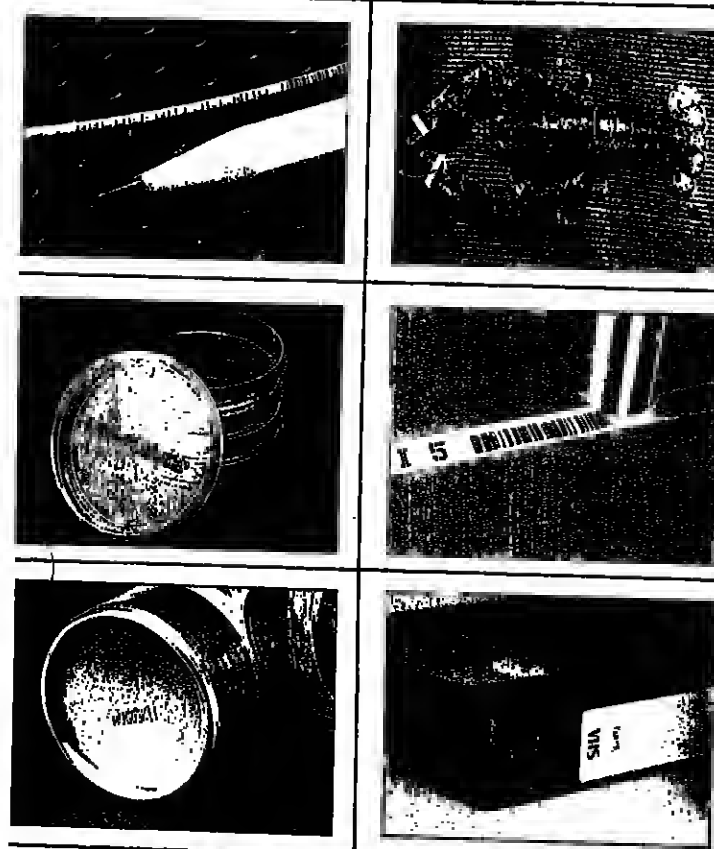
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K2-456

Hot ink coding control

Hot ink coding onto a large print area with close temperature control is offered in a system from Anglo-American Packaging Technology (APT), to be shown by the company for the first time in the UK at the National Packaging Plus Exhibition.

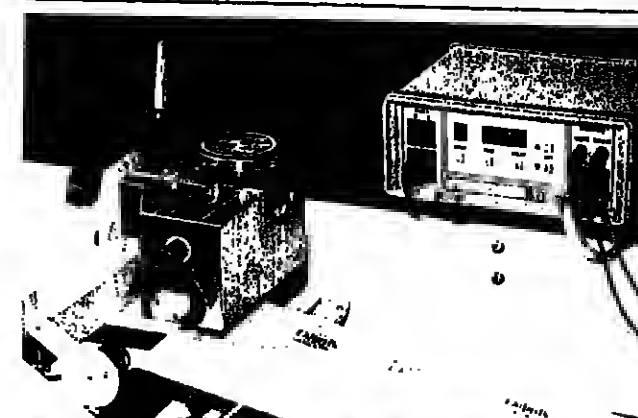
With a print area of 50mm x 50mm, the TC70 is said to have the largest print area on a machine of its kind. It is fitted with full electronic de stepper-motor control and can be used in continuous or intermittent operation.

According to APT, the TC70 can code in any of four standard ink colours at speeds of up to 70m a minute. Minimum package length is 82mm.

Signals for coding can be activated by micro-switch or proximity switch depending on the type of packaging machine the system is fitted to and the type of pack. A further option is a photoelectric cell for print registration.

Control is key to the efficiency of the system, with print position held to within ± 0.4 mm and temperature to within

We focus on progress in source-labelled security tagging, case studies in laser coding and in-store barcode scanning, as well as the latest product and installation news across the labelling and coding spectrum.



The TC70 hot ink coder gives a print area of 50mm x 50mm

± 1 deg C. "The temperature setting on the digital display never actually varies, though within that it may fluctuate within half a degree or so. This means the user gets maximum life out of the hot rolls," says sales manager Bruce Adair.

The single head can also

print two different texts within one pack length, says APT (Boxwrap House, Westfield Road Industrial Estate, Southam, Leamington Spa, Warwick CV33 0JH - tel: 0926 814477, fax: 812442).

For further information K2 Call for details 129 0838 772288

Print/apply by computer

Computer-controlled print and apply labelling equipment from Italian company AL Tech is now available in the UK exclusively through Map 80.

VB Code uses a thermal transfer printhead, and has the advantage of compact design to fit onto existing lines. VB Label, an automatic applicator, can be

fitted with a printhead. Both systems have the option of different application systems: air jet head, tamp head, swinging arm head and rotary arm head (see PN November '94).

Text, graphics, barcodes and variable information can all be included as well as variable information such as date

and batch codes.

Information can be downloaded from a computer labelling package such as Prism for Windows, or MS-Dos based Pri-Syn and Pri-Syn II, all from Map-80 (Unit 3, Kestrel Business Park, Ivanhoe Road, Berkhamstead, Wokingham, Berks RG11 4QQ - tel: 0734 731800, fax: 731900).

For further information K2 Call for details 129 0838 772288

Devilish glow

A devilish label has been produced for the test launch of Scottish & Newcastle Breweries' latest lager, Diablo. Served in jet black 275ml bottles the pack carries labels produced by B.H. Matthews Ltd (Whitby Road, Bristol BS4 - tel: 0272 714147, fax: 723193).

These were printed on 80gsm Chromalux paper in five colours and feature specially formulated red ink which will make the name glow under ultra violet light.

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The label is finished with a patterned uv varnish for extra gloss

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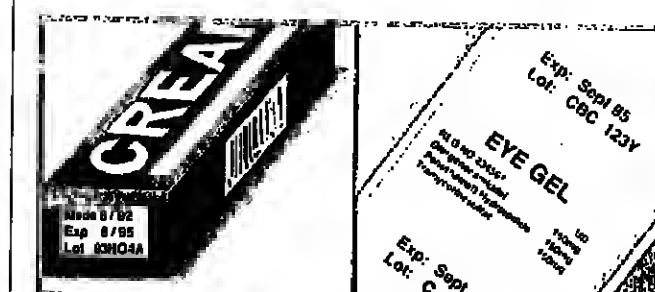
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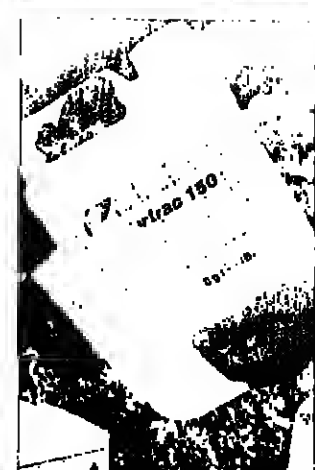
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Pc control allows multiple reset of medical inkjet printer lines

Rociale Medical Ltd is using a LINXnet to control six inkjet printers for putting on pack names, contents, batch and catalogue numbers, expiry and dates of manufacture onto medical preparation packs at a rate of 4000 an hour.

At its Cambridge plant, three printers are installed on each of two lines fed by Multi-vac thermoformers producing packs three at a time.

"We have some 400 different products and so changeovers are frequent," says Edward Dunlop, works director at Rociale.

"Whereas it would take roughly two minutes to reset

each printer separately, each bank of three can now be reset in little more than that time. The flexibility of the system also means that it is possible to programme each bank of printers to handle one, two, or even three different products," Mr Dunlop points out.

The LINXnet multi printer pc based control system supplied by Linx Printing Technologies plc (Burrell Road, St. Ives, Cambs PE17 4LE - tel:0480 300755, fax: 4950931) enables Rociale to control the printers from a single pc and has achieved considerable savings time in set-up, changeover, problem solving

and the compilation of management information.

Up to 30 printers can be controlled by a single operator who can carry out a range of procedures including start-up and shut down with the system.

"Called up on screen"

Mr Dunlop estimates the pay-back period to be within a year. Rociale has worked with Linx to enhance the software so that each product catalogue number can be called up on screen, a feature that is now included as standard in the

LINXnet package.

Linx says the penetration achieved by inkjet printers in the packaging industry combined with the advanced technology of the printers has resulted in manufacturers developing the integration of printers more closely into production line processes.

For further information K2 Call for details 131 0839 772268

Linxnet, from Linx Printing Technologies: a central computer allows up to 30 printers to be controlled by a single operator, who can carry out a range of procedures



Denny Twin-Form leaflet labels on vending machine cans of milk

Leaflet labels for vending

Aidap Marketing's adoption of Twin-Form leaflet labels on a sales promotion for the Milk Marketing Board, is believed to be the first use of these labels on vending machine products.

The Twin-Forms are a variation on the Fix-a-Form labels manufactured by Denny Bros Printing Ltd (Mildenhall Road, Bury St Edmunds, Suffolk - tel:

0284 701381, fax: 705575), and are applied to one in five cans of plain and flavoured milk available from each vending machine. Each leaflet label incorporates an instant-win free gift coupon and more than 7000 of the three-colour 90gsm art paper labels are being used.

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The tolerance specification for all colours is by CMC, L*a*b* ratio of 2:1 and c* = 1.2. Colour specifications and tolerances were established using the X-Rite 938 Spectrodensitometer and QA-Master software.

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We anticipate having our new colour control system in place by the end of the month, and request your full cooperation at that time.

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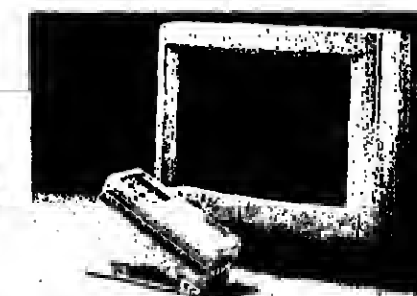
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In-store tagging security solutions

How far away is a universal source-labelled product security tagging system? Opinions differ, but the pace of trials to combat shoplifting is increasing in a marketplace where retailers stand to save billions of pounds. Paul Gander reports.

One of the problems with in-store tagging for security purposes is the need for a covert system which deters staff as much as it diminishes external 'shrinkage'. But the prime need is to reduce the 1.5 million incidents a year of customer theft and so make the biggest dent in what the BRC (British Retail Consortium) estimated to be a

£2 billion crime-fighting bill among its membership last year. Efforts to find a viable and universal solution in the UK are being made by the Centre for the Exploitation of Science and Technology (CEST). While the large retailers are involved, in this area as in so many others, it is as much in their interest to compete in the search for solutions as it is to cooperate. After all, if theft is cutting millions every year off your competitor's profits, it is a major opportunity to steal a lucrative march on the opposition.

If EAS (Electronic Article Surveillance) tags were going to be applied in-store, as happens with the bulkier clothing tags at the moment, the use of different systems in parallel would not be a problem.

But R&D is being channelled towards a universal solution across the whole product range, and no retailer wants the added costs of applying tags or labels to everything. Hence, the product packer or manufacturer is faced with the possibility that differ-

ent EAS systems will have to be built into products at source for the different retailers. "You couldn't have a mix of systems, it would be a nightmare, and this is the need that we have begun to address," says Brian Weeks, commercial project manager at CEST. "None of the retailers want a variety of incompatible systems, and the suppliers don't want this either."

Surveillance technology based on a tiny metal strip, which could be integrated into most labels and even packs, is said to be ready. Work must now be concentrated on the area of activation in bulk, and the linking of deactivation to barcode scanning at the checkout, says CEST (071-354 9942). Of course, detection must also be foolproof.

"Bulky and expensive"

Of the three main types of technology available in EAS, the best known to date is probably Radio Frequency Tagging (RFT), which is traditionally used in the bulky and expensive units attached in-store to high value articles of clothing.

The other two techniques - acousto-magnetic and electro-magnetic - both lend themselves to more discreet applications and involve cheaper unit costs. Sensoromatic's UPP (Universal Product Protection) programme involves acousto-magnetic technology, but the company also has its electro-magnetic and RFT systems.

Several trials are taking place in the UK. Sainsbury has been carrying out trials at its Vauxhall, London branch with electro-magnetic tags on a variety of high-value products. In this case the tags, supplied by Eselte Meto (0753 810535), have been visible.

Eselte is one of a handful of EAS companies operating in the UK all of which are as keen to gain a competitive edge over each other as the retailers they hope to supply.

Working most closely with CEST up to now has been Knogo (0628 486414), but the centre stresses the variety of

covert EAS systems now available, and has not committed itself to using any one of these. Results of the trials are not expected until sometime in 1995. Meanwhile, impatience is growing within the EAS Manufacturers Association (EASMA) at the slow progress of the CEST programme towards firm conclusions. "We feel that a lot of retailers are holding off investing in any one system until CEST opts

for definitely one," says Peter White for the association.

According to EASMA, retailers could begin actively looking for their own systems without necessarily compromising the long-term goal of universal source labelling. If CEST came down in favour of a standard type of electro-magnetic tag, other systems could migrate towards it.

It seems likely that an intermediate stage on the route

to a universal system will be a mix of a few distinct systems concentrated on well defined sectors such as music retailing, food and diy, as more and more of the available technology is taken up by stores.

At that point there will of course be just the sort of cross-over between sectors which could cause problems and which manufacturers - responsible for the different types of source tagging - would like to avoid.

One company that has organised its own UPP trials in the US is the Sensoromatic Electronics Corporation. Initial attention has centred on the music retail business, and tests are now underway in the Camelot Music chain of stores, the third largest retailer of tapes and discs in the US.

This acousto-magnetic Ultramax system is said to be virtually false-alarm free, a feature which is as important for retailers as the guarantee of detection when there is a theft, since false alarms can deter bona fide customers. The trials in music stores follow an agreement among retailer groups in the sector to standardise on technology.

Diy in the UK looks as if it could be the first sector to standardise with a single system, and this is likely to be an acousto-magnetic one.

"Aiming to accelerate"

In the US Sensoromatic has struck a deal with Avery Dennison to cooperate on automatic application systems for its Ultramax label. The aim is to accelerate the involvement of manufacturers, packers and retailers in its source labelling UPP programme. Application can be from a variety of high- and low-speed machines, many of which can be inserted into existing lines.

Tom Parr, UPP programme manager at Sensoromatic International in the UK (0442 212003), sees a universal system as being still several years off. "It's got to be a technology that is applicable to all trading styles," he says. According to Mr Parr, the type of outlet will determine the kind of detection pedestal - An example of Sensoromatic's A-Technology

and hence the kind of system which can be used.

While source labelling in Sensoromatic is centering on acousto-magnetic, Mr Parr agrees that electro-magnetic is probably the most appropriate format for some outlets where a checkout system is used.

Source labelling is being sold to retailers as a way of

allowing more open merchandising and so increased sales, freeing staff from the need to apply tags while being an effective deterrent against internal as well as external theft.

At the same time, retailers will not have anything to do with systems which create as many problems as they solve. It has been known for a

long while that a universal system to bring down a store's entire Electronic Point of Sale (epos) equipment.

For manufacturers and packers, being able to offer source labelling for security is being presented as an added value service which will in time give them a competitive edge. According to CEST, an

important criterion is remote switchability. If contact with individual tags is necessary to activate or deactivate them, the centre argues, the system will be ineluctable for supermarkets and larger stores.

Details about its Retail Crime Initiative and research findings can be obtained from the BRC (071-371 5185).

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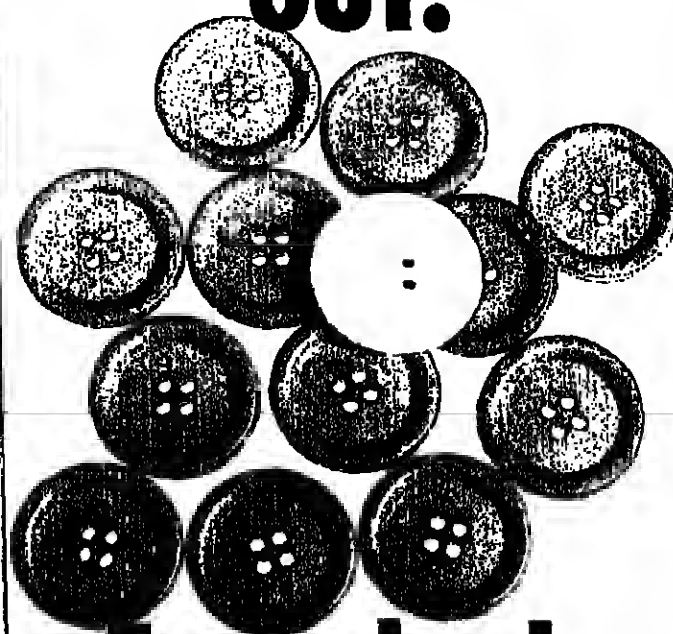
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LABELLING, CODING AND MARKING

Shopping by scanner



Customers scan barcode labels with laser radio terminal guns

CBS Wholesale, the independent specialist wholesaler of electronics and chemicals, has installed what is believed to be the first barcode-based radio frequency product selection system in a retail outlet in the UK supplied by BPCC Numeric Arts.

"Our objective was to improve our customer service, making cash and carry shopping easier and more efficient, by eliminating the traditional problems and headaches associated with it," Mike Hayward, systems manager at CBS, tells *Packaging News*. Whereas before customers took two to three hours to do

their shopping, now they enter a showroom with all the products on display and with a laser radio terminal (LRT) gun scan the shelf-edge barcode labels of the products they wish to purchase. "Our customers only have to wait 15 minutes now. All their goods are ready for them and are loaded or delivered," says Geoff Clarke, CBS md.

The showroom carries samples of every product presented in its retail packaging rather than in box or shrinkwrapping. This stops pilfering, while allowing customers to handle and examine the products, says Mr Hayward.

Numeric Arts md Barry

Jervis tells *PN*: "Once the system is perfected at CBS, the company will be looking to expand into the retail and warehousing sector."

Numeric Arts (First Avenue, Globe Park, Marlow, Buckinghamshire SL7 1YA - tel: 0628 487000, fax: 487006) is currently discussing installing similar equipment at other retail outlets.

On entering the site, each customer is given an LRT gun which is then programmed with his or her account, particularly product details and loading bay number.

"Placed on conveyors"

Once a product is scanned this information is relayed to the warehouse. Products are placed on one of four conveyor belts leading to a central sorting bay, where an operator reads the barcode; the product is then automatically sorted into the customer's own bay.

CBS has set a two-year payback period on the system.

Modifications will allow customers to call up a record of what they have ordered and how much they have spent on the gun's mini screen.

"We chose Numeric Arts because the guns are a good shape and also fairly rugged for warehouse handling, as well as being easy to use," says Mr Hayward. Initial difficulties with the system included problems with the guns and the radio frequency.

Stocktaking is also undertaken with the scanners, which has improved efficiency.

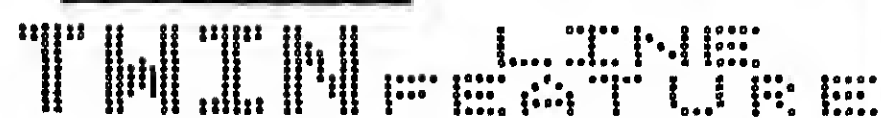
Any products that do not have a manufacturing code are given one for the warehouse by CBS. "Nowadays around 80 per cent of our sales already have a manufacturing code. In 1982 only 10 per cent of goods were coded," he says.

Mr Jervis says the design and installation of the equipment was easy, the only problems being where to put the antennae and the base stations.

When CBS customers were warned about the changes, "some of the old die-hards moaned", says Mr Clarke. "But so far we have not had one complaint and even the old die-hards have been converted".

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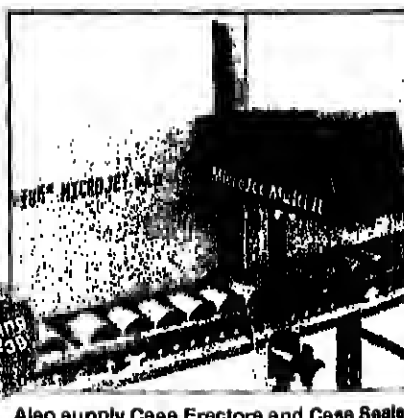
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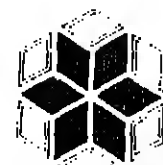
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PACKAGING NEWS/FEBRUARY 1994

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LABELLING, CODING AND MARKING

Barcode system stops production tracking errors

Viglen Computers noticed an immediate change after it had installed a barcode labelling system supplied by Bar Code Systems into its production system.

Armand Abramian Viglen's production manager says: "Errors in production tracking went down to nil and accuracy was 100 per cent. The unique barcode serial number on each pc and order enabled us to pinpoint its original destination should a machine go missing."

Previously, production at the company was between 30 to 40 computers a day. "Staff would enter each stage on a piece of paper and the information would be entered twice daily onto the database. This was time consuming and prone to errors," says Mr Abramian.

"Hard to track orders"

When production increased to over 50 units a day, it became difficult to track orders and keeping records updated was a major task, he says.

At present, Viglen manufactures around 350 machines a day and work in progress numbers 2500 to 3000 machines. During the next two years Viglen expects its manufacturing output to treble and, with this in mind, plans to extend the barcode system to include parts and look at other developments for its use.

The first step in applying a barcode system for tracking work in progress is to barcode serial numbers to identify the order and the pc. Bar Code

Systems (Nikon House, 380 Richmond Road, Kingston upon Thames KT2 5PR - tel: 081-549 0909, fax: 081-549 0107) provides a set of ten tiny, high quality, photo-composed barcode labels with the serial number for each machine.

Each stage of production is assigned a barcoded flag which has to be scanned and this then prompts the operative to input the correct information. A pass/fail prompt allows him to continue to the next stage or reminds him to correct any faults. Only when the particular stage is passed as valid can

the operative move on to the next stage.

Currently there are 48 different flags, which allow for exact pinpointing of a machine in the factory. The first flag prompts the operative to key in his identification number before he can proceed. Other flags include order feasibility, a reminder to assign a barcode serial number, parts out of stock, and so on.

Before leaving the premises, each computer has a 12-hour turn in. This is an all-night test to check if any faults develop. At this stage, a portable scanner is used to scan the results of the test and this is then uploaded into the network system. Any machines with a fault are returned to be reworked.

Finally at despatch the pc is scanned and the barcoded address labels are printed for the outer cartons. The pc's records are sent to customers



"The unique barcode serial number on each pc and order enabled us to pinpoint its destination"

our hard disc as well as on paper. Real time work in progress has been achieved with this code system. At any given time, the status of all machines in progress is correct within

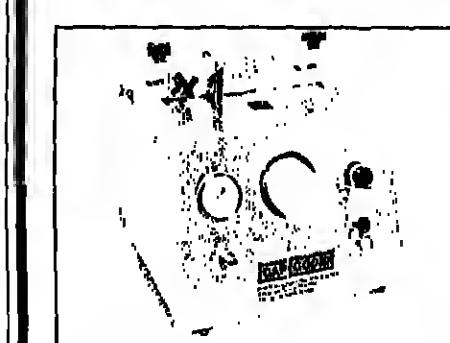
five minutes and authorised members of staff can see the status of each order on screen.

Bar Code Systems originally advised Viglen on the system and equipment avail-

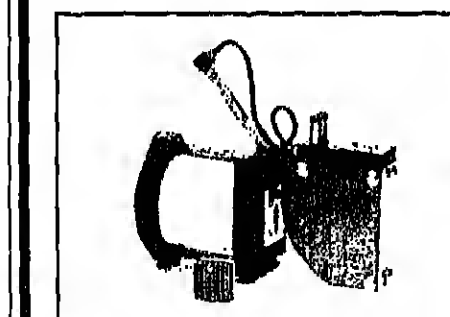
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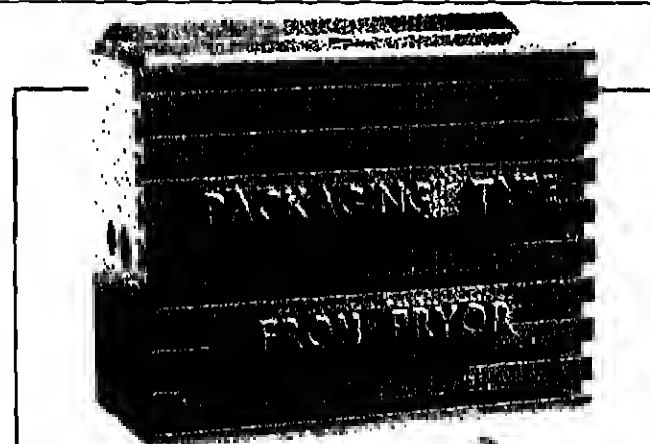
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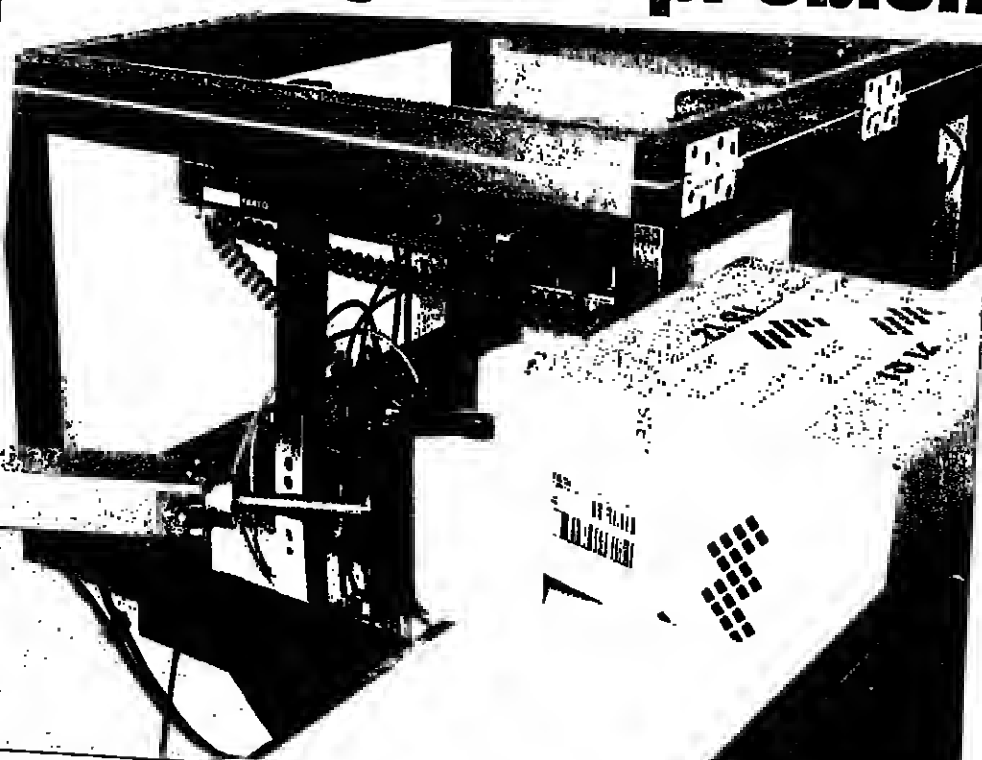


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Label logistics problem solved



Weyfringe Quattro real-time
label print and apply system

Hygrade Foods Ltd, manufacturer of sausages and cooked meats many of which are sold under supermarket own-brands, has solved its label logistics problem by installing 11 print and apply labelling systems from Weyfringe Ltd.

Barcode labels have to be applied to two sides of outer cartons to facilitate product identification and automatic stock analysis, as well as having to include unique information such as sell by dates and production batch numbers.

"Content may vary"

The Quattro RT is a real-time print and apply labelling system specifically designed to allow simple label content variation to the point where, if necessary, each label applied can contain different information.

To achieve the wrap-around of the label on two faces of the carton, pneumatic ram assemblies were mounted on the conveyor. These rams are controlled by the print and apply cycle and apply the wrap-around section of the label around the 90deg outer corner.

To get over the problem of not using PVC in the food packaging area, the system is controlled by a hand-held terminal using a Pdim organiser. Label formats are prepared on office-based PCs and downloaded to the Pdim.

For further information K2 121 Call for details 0839 772268

UV ink gives good adhesion

A white uv-cure ink from Videojet Systems International has the advantages of good adhesion and resistance to alcohols and petrolechemical products.

Specified for use with the company's VJIII/P, VJIII/XP and Excel P printers, the 16-2720 ink combines with a uv system to give a curing time onto PVC of less than 0.5 seconds. A typical 300 Watt uv emission focused on a 2cm spot can be used.

Glass, metal and dark plastics are among the substrates for which the ink is suitable.

The permanency of the ink stands up to anything from motor oil to mild acids, says Videojet (Videojet House, 153 Dixons Hill Road, Welham Green, Haverhill, Herts - tel: 0707 275844, fax: 275893).

The company will design and install coding and curing systems adapted to a particular substrate, uv energy, bulb type and orientation.

For further information K2 120 Call for details 0839 772268

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(see page 2 for further details)

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LABELLING, CODING AND MARKING

37



Scratch 'n Sniff label on Island Fresh, a Comfort fabric conditioner

Peel and smell tester

The Aromatic Label is the latest fragrance label to enter the market, developed by Norprint UK. But unlike other smelly labels, it works on a peel and smell as opposed to scratch and sniff basis.

Its multi-layered construction allows the perfume or aroma to be released by simply peeling away the top layer, using a peel back corner. This has been bonded to the base and on removal is a dry non-sticky carrier of the scent. It can be printed on one or both sides.

The bottom adhesive layer which remains behind can be either clear acetate to protect the integrity of the pack or product design, or itself printed. Any aroma can be incorporated into the Norprint label and the principle can be applied to other label constructions such as folded labels.

"We believe it is easier for the consumer to use as well as more versatile as a promotional carrier than earlier generations of fragrant labels," says Norprint's general manager, Andrew Scrimgeour.

Norprint (Horncastle Road, Boston, Lincolnshire PE21 9HZ - tel: 0205 365161, fax: 591251) says that it could develop a resealable peel and smell label if requested.

The first Scratch 'n Sniff label to be used on-pack for a fabric conditioner at point of sale is carried on 320 ml and 640 ml gable-top refill cartons of a Comfort fabric conditioner.

The 27mm diameter fragrance labels, printed in magenta, are manufactured by Sessions of York (The Ebor Press, York YO3 9HS - tel: 0904 659224, fax: 644888).

For further information K2 136 Call for details 0839 772268

SESSONS: K2 137 Call for details 0839 772268

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PACKAGING NEWS/FEBRUARY 1994

Resealable leaflet provides security

A resealable leaflet label is available from Labeltech, offering the space for text and the security especially required by the pharmaceutical and healthcare industry.

Capable of fitting onto the surfaces of smaller containers, Pharmatex can be adapted in size and shape to suit individual needs, with pages perforated for easy removal if required, says sales director Roger Chadwick.

"It has been developed specifically as a solution for pharmaceutical and healthcare product manufacturers often needing to provide considerable information, but being restricted by the size of the container," says Mr Chadwick. There is adequate space on

a typical label for dosage and other warnings, active ingredients, storage instructions, expiry date, batch number, preparation date and barcode.

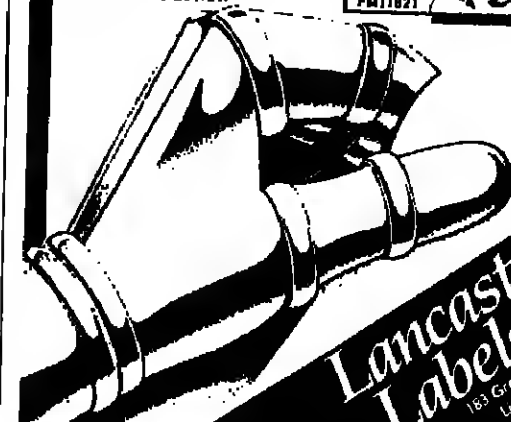
Leaflet labels are a convenient route for manufacturers wanting to avoid the cost of installing cartoning equipment where they are not already using it, but needing to put more information onto containers.

The Labeltech system also addresses the problem of container size, which often makes on-label information impractical in this sector, says Labeltech (Crittall Road, Witham, Essex CM8 3HJ - tel: 0374 501144, fax: 510979).

For further information K2 139 Call for details 0839 772268

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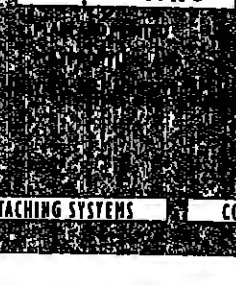
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Vector laser preferred

For flexibility and control in the marking of high-density barcodes onto PVC for product tracking, MediSense Inc chose a vector laser in preference to a mask system or inkjet.

Laser Lines is supplying blood glucose sensor manufacturer MediSense with a Banel Nd: YAG solid state laser for a quality control system. PVC is marked with codes containing 12 digits of information.

Machine and human readable incremental codes are put down at a speed of one a second. The sophistication of computer control, the ability to change on the fly, the lack of moving parts and the feasibility of in-house maintenance all contributed to the choice of the system.

Code change on a CO₂ mask system was considered too slow, it would have required a shuttle system to move the laser, and would have given poorer contrast, says the company.

Too many inks and chemicals were involved with the inkjet, it was considered, and there would have been a need for multiple heads for a barcode. Although contrast is good with inkjet, density and quality are low, says MediSense.

In another installation for BT & D Hewlett Packard, an Nd: YAG unit coding part numbers onto opto-electronic transmitter-receivers was supplied by Laser Lines (Beaumont Close, Banbury, Oxon OX16 7TQ - tel: 0295 267755, fax: 269651). As well as marking label laminates, BT & D codes directly onto a range of metals and rubber.

For further information, call 0839 772268 or 0295 267755.

Laser coding 24,000 yoghurt pots an hour

Low maintenance and running costs, high speed, hygiene and reliability are all benefits persuading manufacturers - despite high capital costs - to turn to laser rather than other coding technologies, reports Paul Gander.

Line speeds of 24,000 yoghurt pots an hour can be matched by a laser coding system installed by Technology Systems at Yielding Tree Packers.

This is achieved by use of a shuttle system combined with a split coding head to mark two rows of six pots rather than a single row. Coding takes place onto lids during dwell time on the line. The split head avoids the need for two separate coding heads.

Yielding Tree chose the laser system to complement its newly installed Hamba potting machine for Manor Farm yoghurts. On its previous, lower-capacity machine, the company used an inkjet system which required constant maintenance and refurbishment, says Mr Morris.

"We were looking for equipment which gave good results and which didn't interfere with the operation of the machine, with minimum maintenance," he explains. Although start-up cost is high, there is a minimal requirement for consumables, Mr Morris points out. "I felt that laser was the ultimate. I'm convinced that inkjet is good but not as good, and frankly I don't like ink," he says.

"You can't afford to have any stoppages with a machine of this size and output. We

used our best endeavours to cover every potential weakness in the whole system. One of the main components was the batch and date coding," says Mr Morris.

Shuttling systems were originally developed with Lasercode, but have since been adapted for Lightjet. "This is increasingly where we're making sales and where we think the future lies," says David Miller, deputy managing director at Technology Systems (Unit 4, Avenue Two, Station Lane Industrial Estate, Witney).

Lasercode is a mask-based system based on the CO₂ TEA principle. Semi- and fully-automatic mask changers are available. Lightjet is a transportable dot-matrix system, with sequential and batch coding and an encoder interface for variable speed lines.

For further information, call 0839 772268 or 0295 267755.

No more clogging

Excessive downtime due to printhead clogging led Sheltie Seafoods to turn from inkjet to laser for best-before dates, with an installation by Lumonics Ltd Hull Operations.

A Lumonics Xymark 7000 is used for coding inline onto cartons of fish-in-sauce in Sheltie's Hull factory. Software on the system allows for up to three lines of text in a 7x5 dot matrix at speeds of up to 650 characters a second.

"We had experienced problems with the inkjet system

installed on the line and were keen to find an alternative system which would not have the same high labour and downtime costs," says Sheltie production director Bob Carter.

Up to 80 cartons a minute are coded on the Sheltie line. Ease of use and cost-effectiveness were further reasons for the company's choice, says Mr Carter. No routine cleaning or maintenance is required with the Xymark, which incorporates a sealed CO₂ laser.

An installation of eight LaserMark 940 pulsed CO₂

systems at Portuguese brewer Centralcer complies with legislation by putting best-before dates onto paper labels. The company required a high speed system which guaranteed quality coding and minimal running and maintenance costs.

"Ease of use demanded"

"With the high throughput in the production lines, reliability was vital, something our previous coding system did not deliver. Centralcer also demanded ease of use and cost effectiveness," explains engineering manager Nuno Meireles.



The Lightjet dot-matrix system
Oxon OXR 6YD - tel: 0993 776601, fax: 7058261.

A Belgian system installed last year uses a shuttle-mounted Lightjet to code plastics floppy disks directly with indelible batch codes, switching to any one of three lines on demand. As an alternative, inkjet is said to have provided problems of permanence and legibility.

Yielding Tree is the company's first installation of a split coding head on a shuttle rather than a static installation, says Technology Systems. The coding head has a traverse speed of up to 45in a minute.

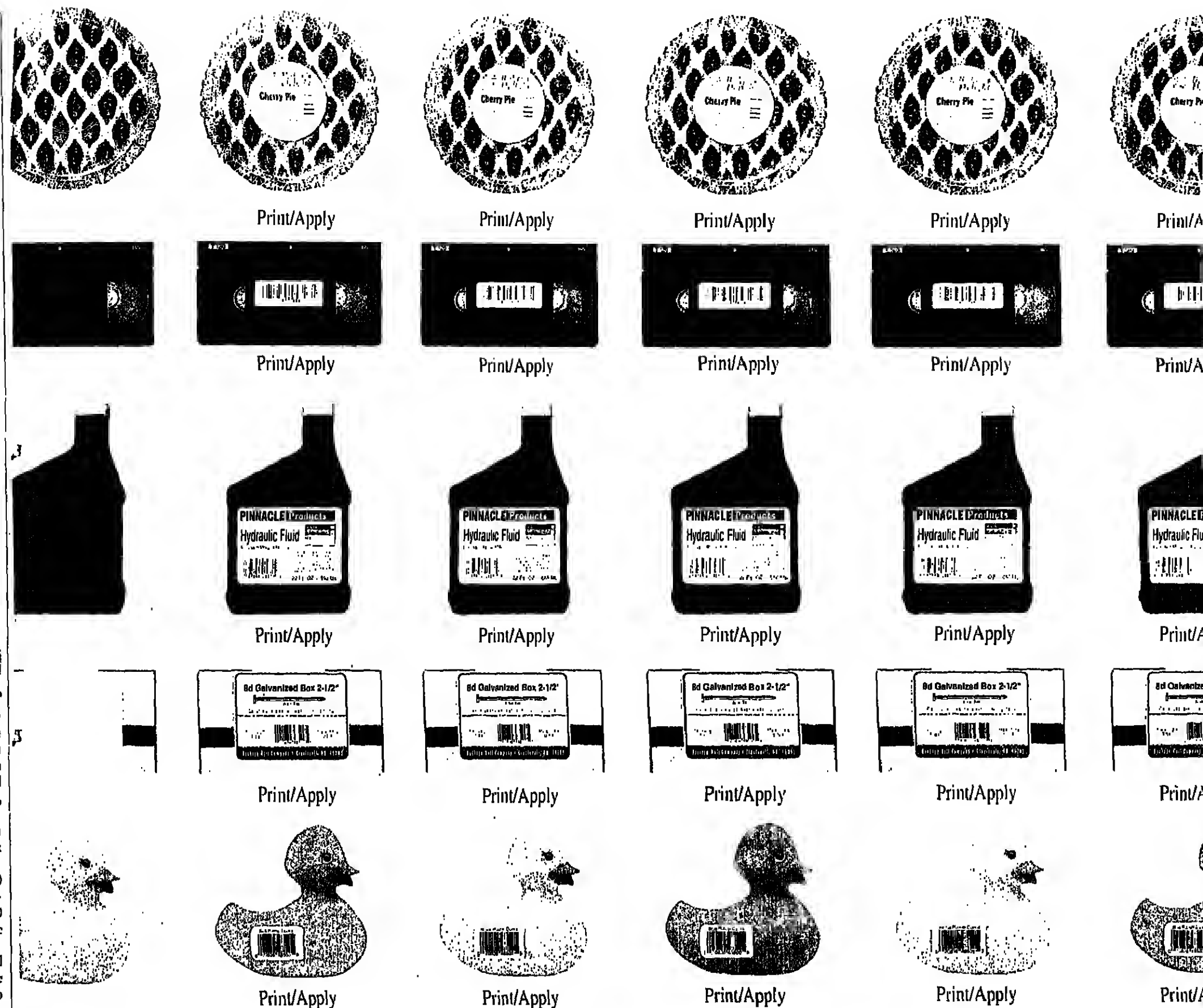
For further information, call 0839 772268 or 0295 267755.

Worldwide, 300 brewery installations have been made by Lumonics (which is based at Gutterburg Way, Sutton Fields Industrial Estate, Hull HU7 0YK - tel: 0482 831154, fax: 8392333).

Also available from Lumonics is the Xymark Sprint for high speed operations. The Sprint can run 300 per cent faster than the standard Xymark to produce 1950 characters a second. A remote scanning head is available.

Last year, Cullerent Hill Ltd was purchased by the Lumonics Inc group to become Lumonics Ltd.

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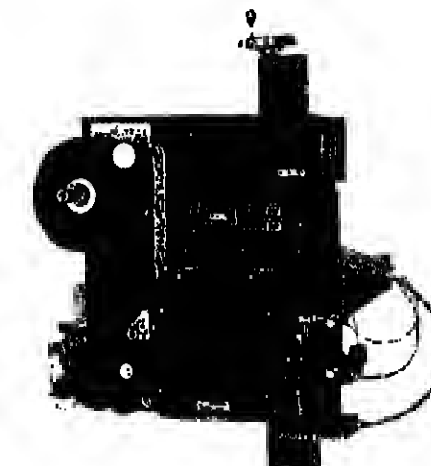
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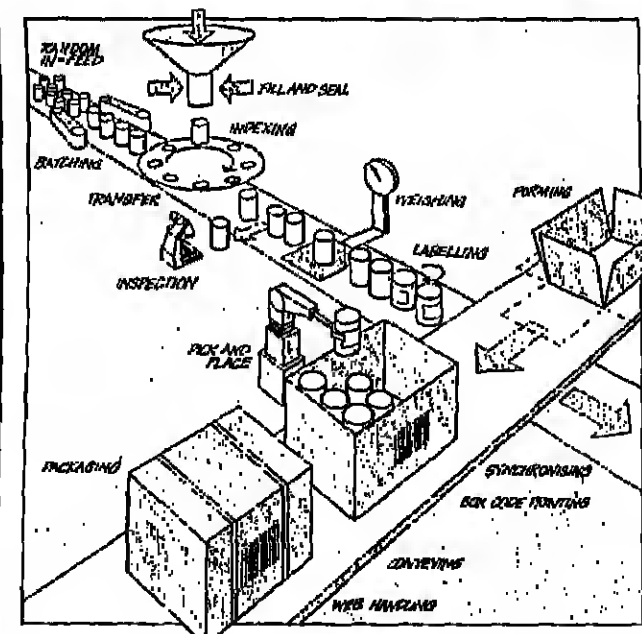
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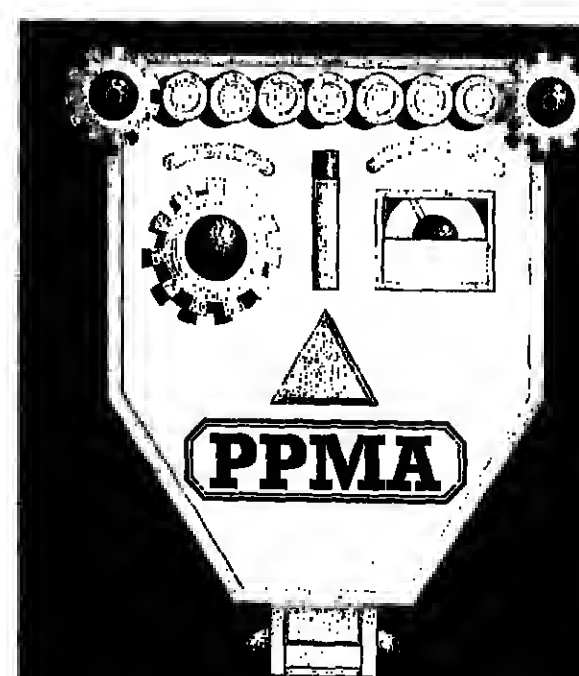
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PACKAGING NEWS/FEBRUARY 1994

Model-maker cans sport pet sleeves

Used for Humbrol hobby paints for many years, 14ml mini cans are now sporting pet sleeves for the first time.

The cans, instantly recognisable to generations of model makers, are no longer printed directly on the metal surface, instead the 40 micron sleeves are printed in red, blue and black on an overall white background. They still retain the familiar Humbrol logo and instructions in six languages.

"When our print machinery used for these Humbrol tins finally needed replacing, we and Humbrol took the opportunity to review the method of decoration," says Jim Snell, administration manager at manufacturers of the cans, CarnaudMetalbox Speciality Packaging UK/USA.

"Shrink sleeving not only proved to be cost effective but

is also ideal for application on a high speed automatic production line," he continued.

The sleeves are manufactured by Decorative Sleeves (Rollsby Road, Hardwick Industrial Estate, King's Lynn,

Norfolk PE30 4LS - tel: 0553 769319, fax: 767017) and, says CarnaudMetalbox, was chosen as supplier to best meet the specifications.

For further information K2-25 Call for details 0839 772268



Pet sleeves now decorate Humbrol hobby paints 14ml mini cans

Inkjet aids stock control of Bach flower remedies

Alternative medicine producer Bach Flower Remedies has installed a Cueprint Elite inkjet printer to help its stock control procedures prior to labelling products for export around the world.

Bach produces 39 varieties of remedies made from flower essences. Around 5000 bottles are produced in each batch, but because many overseas countries have different labelling regulations and requirements, the bottles are not labelled at the production stage, only when their final destination is known.

This led to some confusion when bottles occasionally became separated as it was not easy to establish which remedy they contained. "The code now tells us what's inside the bottle", said Sylvia Ravenscroft, production supervisor at Bach Remedies.

The Cueprint Elite prints a simple batch code in white ink onto the side of the bottle to allow easy and immediate identification of varieties.

Bach says Elite was selected because of its compact dimensions and ease of operation. "We looked at several different inkjet models but many of these were quite big and bulky with lots of connecting wires and cables, and their size would have been a problem in our factory," says Ms Ravenscroft.

Cueprint is at Compton Place, Surrey Avenue, Camberley, Surrey GU15 3DX - tel: 0276 691730, fax: 686895.

For further information K2-24 Call for details 0839 772268



Bach Flower Remedies has installed a Cueprint Elite inkjet printer

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PACKAGING NEWS/FEBRUARY 1994

Three-head accuracy

A three-head mainline label application system from Avery Dennison has been supplied to Boots Contract Packaging, the first UK company to use the equipment.

Brought in to label 15ml jars of Boots own brand 'Natural' range lip balm - a new product for the retailer - the ALS 2000 can apply labels at speeds of up to 50 jars a minute.

High accuracy is said to be a major feature of the line. This is achieved by the use of stepper motors and microprocessors, which allow for independent head speed and label positioning controls.

High gloss paper self adhesive labels are applied to the lid and different sections of the circumference. Boots Contract Packaging found that many of the problems associated with small jars of this type were

eliminated on this system.

Positioning is vital when applying circular labels onto small circular lids, since inaccuracies are particularly noticeable. This means that the track and mounting must be free of all movement including vibration. Traditionally, application of long side labels onto jars can also be a problem.

Close installation of the infeed conveyor up against the labelling conveyor ensures uninterrupted movement for the jars, and the photoelectrics sourced for the system also had to perform extremely well.

Standard features on the modular ALS 2000 include integrated electronics and separate operator controls, a Delrin slat conveyor, centrally driven spring-loaded top hold stabiliser belt and four-way adjustable head supports.



The ALS 2000 can apply labels at speeds of up to 50 jars a minute

Top-mounted gearbox guards against seepage

A top-mounted gearbox, standard on Figgie Packaging Systems' Alfaquattro F5 Top Brain wet label applicator, ensures that glue or water cannot seep in and lead to unnecessary downtime.

Designed for use in bottling lines where high speed throughput may be between 600 and 1200 containers a minute, the rotary labeller uses six or seven applicator heads to handle labels 190 or 130mm long respectively.

Other features include an anti-vibration base frame, designed to absorb noise, tool-less container-size changeover, micrometer glue film adjustment and a pneumatic glue pump. Cylindrical or other shaped containers in glass, metal or plastic can be handled, says Figgie (28 Chase Road, Park Royal, London NW10 6QW - tel: 081-965 4021, fax: 081-965 1591).

For further information K2-103 Call for details 0839 772268

Welcome TO THE BACK PAGES WITH WORDSWORTH CASH FOR THE TOP JOBS

PACKAGING NEWS/FEBRUARY 1994

Glue stops 'winging'

Changes to the water-based adhesives used at the Buxton Mineral Water plant are alleviating problems of labelling

quality on 5 and 1 litre bottles.

An audit of the plant by Datac Adhesives Ltd led to the adoption of its RC987 adhesive.



RC987 adhesive by Datac Adhesives Ltd: cuts large label problems

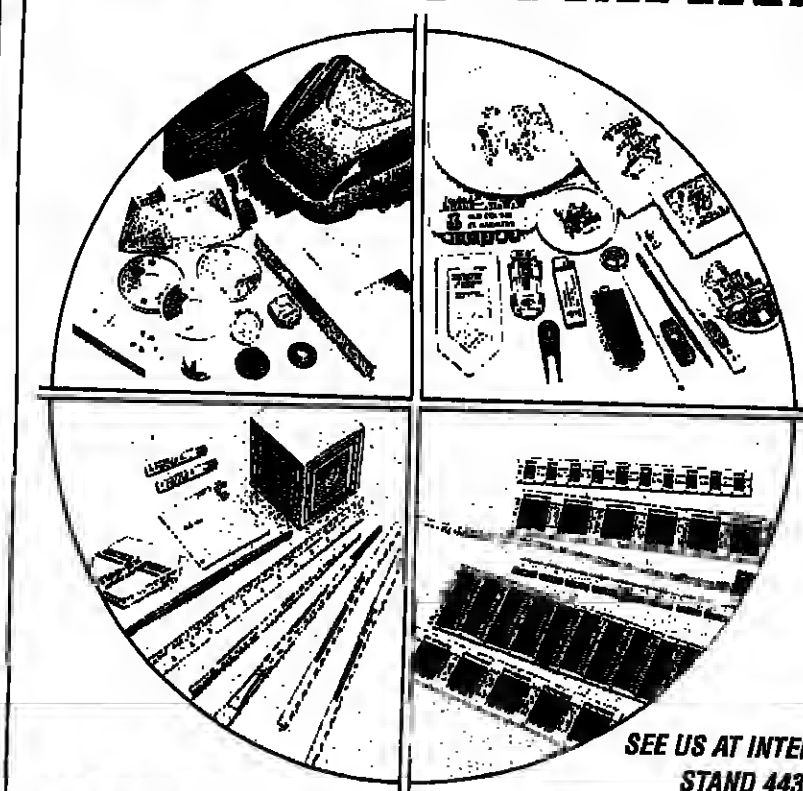
Being slower drying than alternatives, the glue is said to hold label corners back more successfully and prevent 'winging'. Since then, fewer problems have occurred with the large label, which has to run around three sides of the square 5 litre bottle.

On the one litre bottle line, Datac found that the high viscosity adhesive used was causing messy conditions around the machine. By switching to the company's own 7026K adhesive, with its lower viscosity, Buxton found that the machine kept itself much cleaner.

Label security and a good fibre tearing bond are assured with 7026K, says Datac (Globe Lane Industrial Estate, Dukinfield, Cheshire SK16 4NE - tel: 061-339 8400, fax: 061-343 2713).

For further information K2-102 Call for details 0839 772268

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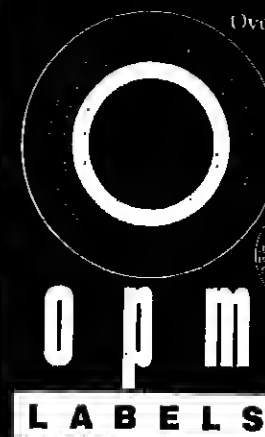
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Slitter suits carbonless paper

An addition to UK firm Atlas Converting's range of slitter rewinders, the CWS 400 machine will decrease set-up times and downtime, says John Southall, marketing director.

The CWS 400, a centre rewinder, was introduced late last year and is particularly suitable for carbonless paper

applications. "This is because the hardness control for carbonless paper is so critical in order to avoid the chemical transfer of carbonless papers onto the roll," Mr Southall tells *Packaging News*.

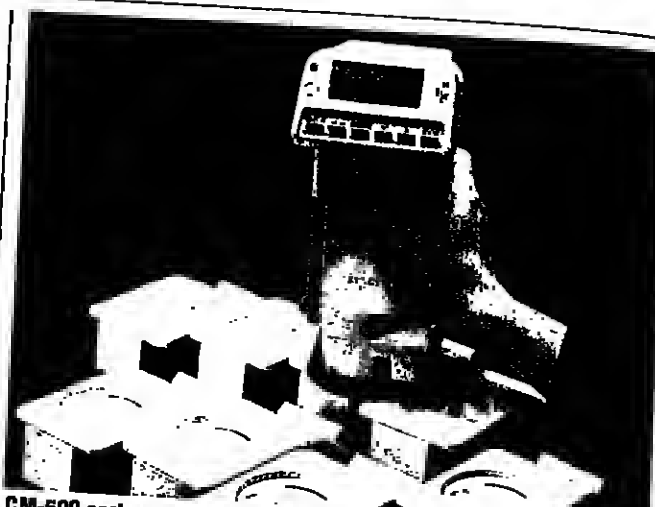
The machine's rewind contact pressure control at high speeds allows it to avoid the

chemical transfer. In addition, it offers easy finished roll handling and "exceptionally fast set-up and rewind times can be used to significantly reduce downtime," says Mr Southall.

Incorporated is an air expanding differential winding shaft which allows infinitely variable slit patterns between

50 and 2000mm. Radial unloading of the rewind rolls onto automatic stripper trolleys also eliminates the need for expensive shaft handling equipment. Atlas is at Wolsley Road, Kempston, Bedford - tel: 0234 852553, fax: 851151.

For further information K2 611 Call for details 0839 772268



CM-500 series spectrophotometer: quality production control

Accurate colour gauging

Complementing its existing range of portable spectrophotometers and at under three-quarters the cost of other models, Minolta has introduced the CM-500 series.

According to Minolta, high accuracy is maintained with this addition to the range which fits in with the increasing effort and resources being invested by companies in quality control at all stages of the production process.

Accurate colour control is increasingly demanded at all stages from product planning through design and production all the way to sales.

The product is likely to appeal to users wanting to upgrade from a colorimeter, and ultimately the colorimeter market may shift altogether to lower cost spectrophotometers.

For the moment, though, there is still a substantial price differential between the most affordable spectrophotometer and top-of-the-range colorimeters.

The CM-500 is said to be the only portable spectrophotometer to offer transmission measurement as well as reflectance. Data can also be scanned in using a barcode pen. This could be used to guarantee consistency where a barcode identifies a product and its colour formulation recipe for accurate reproduction.

Minolta (Tanners Drive, Blakelands North, Milton Keynes, Bucks - tel: 0908 211211, fax: 214313) has also launched its first desktop spectrophotometer, the CM-3700d.

For further information K2 610 Call for details 0839 772268

Fast pre-press trapping

Contex SmartTrap, a trapping pre-press system being launched by Xyvision Colour Systems, is said by its maker to be the fastest in the world.

Gwyn Matthews, European general manager at Xyvision (246 Bedford Avenue, Slough, Berks SL1 4RJ - tel: 0753 820565, fax: 0753 694944) tells *Packaging News*: "Jobs that take nine hours on a Mac, can take under 15 minutes with SmartTrap and that's while you're doing something else at the same time."

"Offered as a standard module"

Contex version 4.3 SmartTrap is being offered as a standard module with the company's existing software. "Everyone with maintenance contracts with us gets it as part of the upgrade; there is no additional cost."

Problems normally associated with automatic trapping systems have largely been dealt with, says Mr Matthews. Trapping is the pre-press function necessary to overcome the natural misregister of the print process and eliminate the unsightly white gaps between colours.

This system is automatic



Jobs that take 9 hours on a Mac, take under 15 mins with SmartTrap

and intelligent. "It deciphers which colours go under another. It knows that lights go under darks. And, unlike other automatic systems, it reviews the whole thing and allows you to change it," he explains.

A number of Xyvision's customers, which are now upgrading to the SmartTrap system, include: The Box Room, Wace and DRP.

Key features included in the system are that it also deciphers shapes and allows for thin lines and small text.

The system runs on Silicon Graphics Unix workstations which are multi-tasking. Tables for pre-press production can be saved and edited later and Contex SmartTrap will only need to calculate the new trap areas, not reprocess the entire job, resulting in more jobs trapped per shift, says Xyvision.

For further information K2 614 Call for details 0839 772268

Budget tape slitter

An additional budget tape slitter, the ALS 1500M1, has been developed for tape distributors specialising in electrical tapes by John Lack Equipment, to complement its range of ALS Automatic Log Slitters and Winders.

Log lengths wound to 33, 50 and 66m by 1500mm wide are easily slit into widths of 3-100mm, says the company.

Suitable for slitting pvc,

double sided tapes, waterproof cloth tapes and other pressure sensitive tapes, the slitters long support ensures a precise cut without damaging the outer layers of the tape, claims the company (Unit 6 Denington Court, Denington Industrial Estate, Wellingborough NN8 - tel: 0933 441646, fax: 441476).

For further information K2 615 Call for details 0839 772268

NEWS IN BRIEF

A SURVEY of economic trends in the fourth quarter of 1993 by the British Printing Industries Federation (BPIF) on roll label printers indicates that demand was consolidated in the final quarter of last year. A sizeable minority experienced a further improvement in both general trading conditions and the volume of orders received. Around 80 per cent were able to raise output. However, there was a 60 per cent cut in prices and 60 per cent had spare capacity at year end. Over the last industry will spend more on machinery in 1994 than in 1993, says the BPIF (tel: 0254 677100, fax: 692800).

DOUFFY Converting Equipment Ltd, a new Blackburn based slitting and rewinding machinery manufacturer (tel: 0254 877100, fax: 882800) has completed its first machine for hot stamp foil called a Starlet. It handles 12 micron metallised and pigment hot foil to a width of 782mm on 780mm diameter master reels onto 1 or three inch wide cores at speeds of up to 120m per minute.

THE NATIONAL COUNCIL for Vocational Qualifications (NCVQ) and the Scottish Vocational Education Council have approved the paper and board making NVQs and SVQs put forward by the BPIF. Work has

also alerted on the development and production of support material which will include a general scheme guide.

NORTHPRINT '94 will be held from May 17 to 19 at the Harrogate Exhibition Centre. Organised by Reed Exhibitions Companies it has attracted 100 companies, which will show a range of graphic arts equipment, materials and services from pre-press to finishing. Contact: Jana Fletcher - tel: 081-948 9800, fax: 081-948 9877.

TO ENCOURAGE excellence in printed sales material, a Solo Support Literature Competition has been launched by Picon, the association representing the printing, publishing, pulp, papermaking and converting industries (tel: 071-831 3303, fax: 071-831 8029). The judging for the competition will take place during March with the awards being presented at Picon's AGM on April 14 in the Stationers Hall.

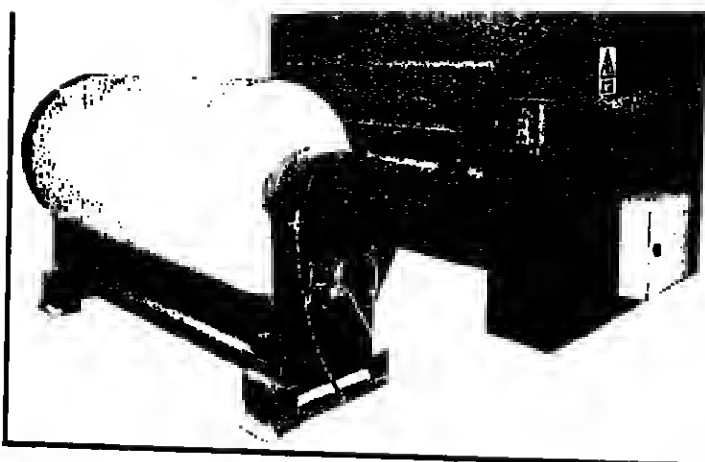
THE SOLID CASE DIVISION of BPS Paper and Packaging has ordered three French built Sodam BMV16 tray erector machines from Edlon Machinery in London (tel: 0288 631623, fax: 631430), which are designed to assemble board and corrugated fibreboard trays for fruit and vegetable growers.

BOTTOM-WELD-BAG-ON-THE-ROLL MACHINES

ARVOR 142 20/25/30/35/40/45/50/55/60/65/70/75/80/85/90/95/100/105/110/115/120/125/130/135/140/145/150/155/160/165/170/175/180/185/190/195/200/205/210/215/220/225/230/235/240/245/250/255/260/265/270/275/280/285/290/295/300/305/310/315/320/325/330/335/340/345/350/355/360/365/370/375/380/385/390/395/400/405/410/415/420/425/430/435/440/445/450/455/460/465/470/475/480/485/490/495/500/505/510/515/520/525/530/535/540/545/550/555/560/565/570/575/580/585/590/595/600/605/610/615/620/625/630/635/640/645/650/655/660/665/670/675/680/685/690/695/700/705/710/715/720/725/730/735/740/745/750/755/760/765/770/775/780/785/790/795/800/805/810/815/820/825/830/835/840/845/850/855/860/865/870/875/880/885/890/895/900/905/910/915/920/925/930/935/940/945/950/955/960/965/970/975/980/985/990/995/1000/1005/1010/1015/1020/1025/1030/1035/1040/1045/1050/1055/1060/1065/1070/1075/1080/1085/1090/1095/1100/1105/1110/1115/1120/1125/1130/1135/1140/1145/1150/1155/1160/1165/1170/1175/1180/1185/1190/1195/1200/1205/1210/1215/1220/1225/1230/1235/1240/1245/1250/1255/1260/1265/1270/1275/1280/1285/1290/1295/1300/1305/1310/1315/1320/1325/1330/1335/1340/1345/1350/1355/1360/1365/1370/1375/1380/1385/1390/1395/1400/1405/1410/1415/1420/1425/1430/1435/1440/1445/1450/1455/1460/1465/1470/1475/1480/1485/1490/1495/1500/1505/1510/1515/1520/1525/1530/1535/1540/1545/1550/1555/1560/1565/1570/1575/1580/1585/1590/1595/1600/1605/1610/1615/1620/1625/1630/1635/1640/1645/1650/1655/1660/1665/1670/1675/1680/1685/1690/1695/1700/1705/1710/1715/1720/1725/1730/1735/1740/1745/1750/1755/1760/1765/1770/1775/1780/1785/1790/1795/1800/1805/1810/1815/1820/1825/1830/1835/1840/1845/1850/1855/1860/1865/1870/1875/1880/1885/1890/1895/1900/1905/1910/1915/1920/1925/1930/1935/1940/1945/1950/1955/1960/1965/1970/1975/1980/1985/1990/1995/2000/2005/2010/2015/2020/2025/2030/2035/2040/2045/2050/2055/2060/2065/2070/2075/2080/2085/2090/2095/2100/2105/2110/2115/2120/2125/2130/2135/2140/2145/2150/2155/2160/2165/2170/2175/2180/2185/2190/2195/2200/2205/2210/2215/2220/2225/2230/2235/2240/2245/2250/2255/2260/2265/2270/2275/2280/2285/2290/2295/2300/2305/2310/2315/2320/2325/2330/2335/2340/2345/2350/2355/2360/2365/2370/2375/2380/2385/2390/2395/2400/2405/2410/2415/2420/2425/2430/2435/2440/2445/2450/2455/2460/2465/2470/2475/2480/2485/2490/2495/2500/2505/2510/2515/2520/2525/2530/2535/2540/2545/2550/2555/2560/2565/2570/2575/2580/2585/2590/2595/2600/2605/2610/2615/2620/2625/2630/2635/2640/2645/2650/2655/2660/2665/2670/2675/2680/2685/2690/2695/2700/2705/2710/2715/2720/2725/2730/2735/2740/2745/2750/2755/2760/2765/2770/2775/2780/2785/2790/2795/2800/2805/2810/2815/2820/2825/2830/2835/2840/2845/2850/2855/2860/2865/2870/2875/2880/2885/2890/2895/2900/2905/2910/2915/2920/2925/2930/2935/2940/2945/2950/2955/2960/2965/2970/2975/2980/2985/2990/2995/3000/3005/3010/3015/3020/3025/3030/3035/3040/3045/3050/3055/3060/3065/3070/3075/3080/3085/3090/3095/3100/3105/3110/3115/3120/3125/3130/3135/3140/3145/3150/3155/3160/3165/3170/3175/3180/3185/3190/3195/3200/3205/3210/3215/3220/3225/3230/3235/3240/3245/3250/3255/3260/3265/3270/3275/3280/3285/3290/3295/3300/3305/3310/3315/3320/3325/3330/3335/3340/3345/3350/3355/3360/3365/3370/3375/3380/3385/3390/3395/3400/3405/3410/3415/3420/3425/3430/3435/3440/3445/3450/3455/3460/3465/3470/3475/3480/3485/3490/3495/3500/3505/3510/3515/3520/3525/3530/3535/3540/3545/3550/3555/3560/3565/3570/3575/3580/3585/3590/3595/3600/3605/3610/3615/3620/3625/3630/3635/3640/3645/3650/3655/3660/3665/3670/3675/3680/3685/3690/3695/3700/3705/3710/3715/3720/3725/3730/3735/3740/3745/3750/3755/3760/3765/3770/3775/3780/3785/3790/3795/3800/3805/3810/3815/3820/3825/3830/3835/3840/3845/3850/3855/3860/3865/3870/3875/3880/3885/3890/3895/3900/3905/3910/3915/3920/3925/3930/3935/3940/3945/3950/3955/3960/3965/3970/3975/3980/3985/3990/3995/4000/4005/4010/4015/4020/4025/4030/4035/4040/4045/4050/4055/4060/4065/4070/4075/4080/4085/4090/4095/4100/4105/4110/4115/4120/4125/4130/4135/4140/4145/4150/4155/4160/4165/4170/4175/4180/4185/4190/4195/4200/4205/4210/4215/4220/4225/4230/4235/4240/4245/4250/4255/4260/4265/4270/4275/4280/4285/4290/4295/4300/4305/4310/4315/4320/4325/4330/4335/4340/4345/4350/4355/4360/4365/4370/4375/4380/4385/4390/4395/4400/4405/4410/4415/4420/4425/4430/4435/4440/4445/4450/4455/4460/4465/4470/4475/4480/4485/4490/4495/4500/4505/4510/4515/4520/4525/4530/4535/4540/4545/4550/4555/4560/4565/4570/4575/4580/4585/4590/4595/4600/4605/4610/4615/4620/4625/4630/4635/4640/4645/4650/4655/4660/4665/4670/4675/4680/4685/4690/4695/4700/4705/4710/4715/4720/4725/4730/4735/4740/4745/4750/4755/4760/4765/4770/4775/4780/4785/4790/4795/4800/4805/4810/4815/4820/4825/4830/4835/4840/4845/4850/4855/4860/4865/4870/4875/4880/4885/4890/4895/4900/4905/4910/4915/4920/4925/4930/4935/4940/4945/4950/4955/4960/4965/4970/4975/4980/4985/4990/4995/5000/5005/5010/5015/5020/5025/5030/5035/5040/5045/5050/5055/5060/5065/5070/5075/5080/5085/5090/5095/5100/5105/5110/5115/5120/5125/5130/5135/5140/5145/5150/5155/5160/5165/5170/5175/5180/5185/5190/5195/5200/5205/5210/5215/5220/5225/52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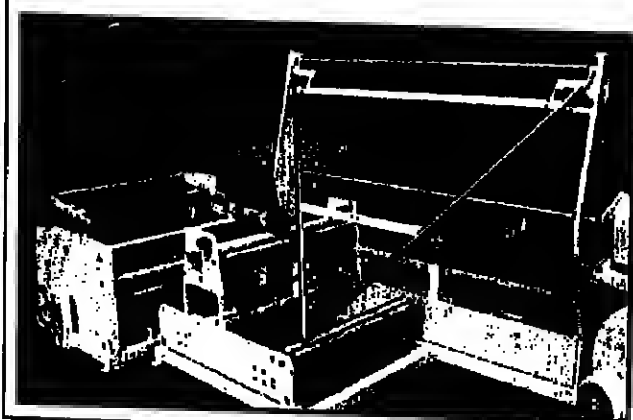
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The Printer's Ink Handbook

At last - a book on printing inks that can be easily understood by printer and print buyer alike.

"In my years in the trade, I have never before seen a book that even attempted to explain the inks to the printer in his own terms, let alone succeeded." That is the view of Dr John Arnold, Director of Corporate and Policy Affairs of the BPIF of the new book by ink consultant Chris H Williams FIOP, LRSC, MInstPack.

With over thirty years experience in printing inks and knowledge and presentational skills to the task, Chris H Williams brings a unique blend of valuable to experienced printers, print students and print buyers.

The 244 page book is well illustrated with 70 photos and diagrams, and case bound to ensure durability with repeated use. It is published by Maclean Hunter Ltd, Maclean Hunter House, Chalk Lane, Cockfosters Road, Barnet, Herts. EN4 0BU at £24.50.

To: Maclean Hunter Ltd., Maclean Hunter House,
Chalk Lane, Cockfosters Road, Barnet, Herts EN4 0BU.

Please supply me with copies of
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NEWS



Pecke being tested at the 3M European Technical Centre, Antwerp

Frozen cartons get protection

Tests carried out by the Munich-based Fraunhofer Institute for Transportation Technology and Packaging prove that Scotchban impregnation protects deep-frozen carton products, according to Scotchban Protector Products.

The tests evaluated the relative performance of two types of packaging for deep-frozen products stocked for six months at -20deg C.

Cardboard cartons were tested, some pe laminated, some treated with Scotchban protector. Both of these base coats were given either a uv or an emulsion lacquer.

"Lowered to same degree"

Fond product quality was said to be lowered to exactly the same degree, whether pe laminated or treated with Scotchban protector. Scotchban

concluded that there can be no objection to using Scotchban protector impregnated cartons as packaging for deep-frozen products.

"Does not affect the recyclability"

3M UK plc, Scotchban's producer (3M House, PO Box 1, Bracknell, Berks RG12 1JU - tel: 0344 858000, fax: 858278) is hoping to expand the use of the protector throughout Europe. The product is already widely used in the UK.

Tests were also said to show that Scotchban, which is applied to papers to make them water and greaseproof, does not affect the recyclable and repulpable properties of the paper and board.

For further information K2 Call for details 612 0839 772268

Silicone coated release liners meet toughest demands

A range of silicone coated release liners has been launched by the UK firm, Sterling Coated Materials Ltd. Applying its experience in release liners to films, the firm has made a stera-film in hdpe, ldpe, pp and pet based release liners.

In order to do this, Sterling has installed a 1.6 metres wide uv curing silicone coater, which produces a smooth coating suitable for even the most demanding applications, according to David Scott, marketing manager at Sterling (Etherow Works, Hollingworth, Hyde, Cheshire SK14 9NU - tel: 0457 866931, fax: 864793).

Double or single sided release can be effected, as well as modified release levels. Reels can be supplied trimmed or untrimmed and in widths up to 1.6 metres. All the films can be

produced in a variety of thicknesses. Once finished, the reels are wrapped in pe and despatched on pallets, or in the case of opp and pet, on suspended cores.

"Reels are despatched on pallets"

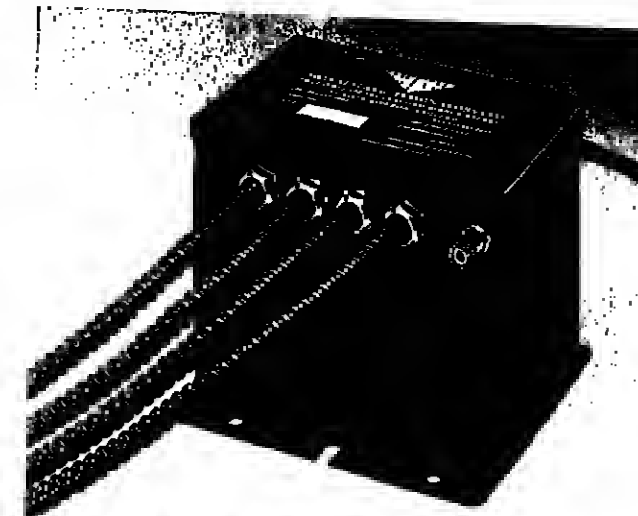
Sterling also has a 70mm wide uv curing pilot coating line, which enables it to undertake development work for a client's specific application. Markets for stera-film range include release liners for self-adhesive labels, bituminous building products and self-adhesive tapes.

For further information K2 Call for details 613 0839 772268

Static protection on festoon tensioners

Festoon tensioning systems in which static attraction of one web path passing close to the next may cause snitch, loss of tension control or even web break, can be protected with a high performance static elimination system, developed by Meech Static Eliminators.

The Model 903 Power Source operates in conjunction with Meech ac static elimination bars to provide higher levels of ionisation than previous units and has been engineered in particular to provide a longer working life, says the company (Burford House, 15 Thorney Leys Business Park,



The 903 Power Source can prevent ink fly in anti-static systems

Microprocessor tension control

Up to 50 different operating set-ups can be held in store by a microprocessor-based version of the SteadyWeb tension controller introduced by Dover Flexo Electronics.

Able to operate in conjunction with electro-magnetic particle or air-operated clutches and brakes, as well as dc drives, the SteadyWeb has an analogue tension meter as standard and is equipped with a two-line 32-character led display which is readable under all viewing conditions, says UK agent Swallow Machinery (Sovereign House, Bishops Way, Meltham, Huddersfield, W Yorks - tel: 0484 850690, fax: 0484 852422).

For further information K2 Call for details 602 0839 772268

Low cost video inspection

A low cost video web inspection system that is pc-based and said to include features not usually found on basic equipment, is the first product from newly formed inspection equipment company Teetonic.

The Lynx system has been developed primarily for the narrow web market and, as standard, includes three memories together with a position indicator that shows which area within the print repeat length is being scanned. There is a flat screen, flicker-free SVGA computer monitor.

Jiffy Packaging at Winsford has solved static electricity problems on its slitting and rewinding machines, and also a butane extrusion line, using EX 80 anti-static bars from Eltex.

Supplied by Arrowquint, the bars are capable of blowing

Also introduced by Dover Flexo Electronics is the microprocessor-based SteadyView tension indicator, a compact unit that can be mounted inside an existing panel if required. The microprocessor allows the unit to hold calibration in memory and store user-defined limits for the optional tension limit switch feature.

An optional RS232 port allows data to be collected over a period of time, while the readout displays tension in Imperial, PL1, or metric units and can be switched between units at any time.

For further information K2 Call for details 602 0839 772268

The three memories and a split screen facility allow previous or earlier runs of the same job to be compared in real time with the current run, explains Teetonic, whose systems are marketed in the UK by Polygraphica Equipment (PO Box 56, Wakefield, West Yorks WF2 7AS - tel: 0924 200444, fax: 0924 363714).

"Allowing expansion"

Further inspection equipment is now under development which, says the company, will be modular and pc-based to allow expansion to meet new applications via software, rather than by the addition of further electronic circuitry.

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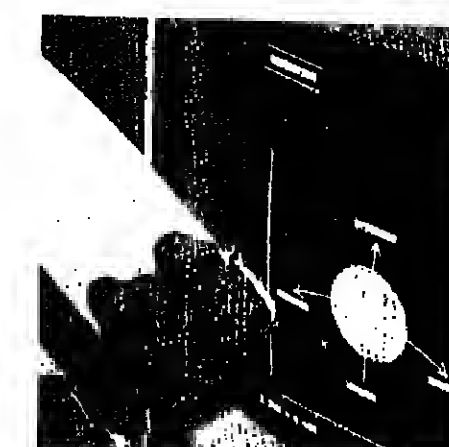
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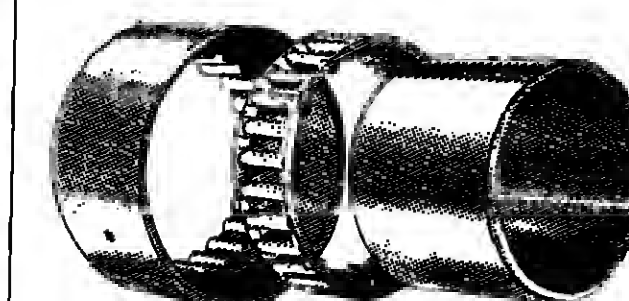
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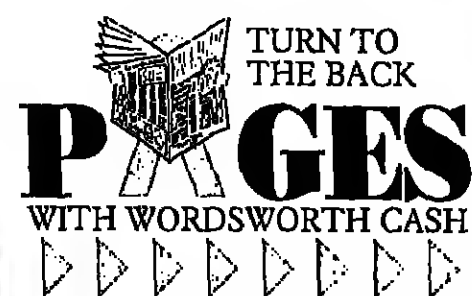
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Management & development of an international bluechip client portfolio within the cosmetics & toiletries markets for a leading European glass container manufacturer, renowned for quality & innovation. The ideal candidate will have related sales & marketing experience and fluency in one or more European languages.
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To join a reputable and rapidly expanding UK manufacturer. The ideal candidate will have a proven sales track record within the packaging machinery industry & sales to the food markets and be ambitious to progress into man-management.

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Appointments

For top jobs in the
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**Final date for copy for the
March Issue is Monday 21st
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should be addressed to Jackie Skeel,
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Hertfordshire EN4 0BU**

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Recent expansion of our machinery and systems operation has created these opportunities for experienced people. In return we can offer product training, technical back up service with competitive pricing and good commission rates.

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Our Company offers:

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Reporting to the Sales Manager, the successful candidate will be responsible for the identification and development of suitable new business opportunities. He or She will already be Southern based, have a proven track record, be self motivated and capable of working under pressure with the minimum of supervision.

The role represents an exciting career opportunity within an expanding business and offers a competitive salary, commensurate with experience together with company car and the usual benefits associated with a multi-national group. All applications should be accompanied by a full C.V., stating current salary and addressed to:

Mike Thomas, Sales Manager
Jowetts Packaging
Evanston Avenue
Kirkstall Road
Leeds LS4 2HR.



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EXCELLENT SALARY, CAR & FUTURE PROSPECTS**
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MILLSHAW PARK AVENUE, LEECS LS11 0LR

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My client, whose long established reputation is synonymous with high quality and reliable packaging machinery, seek to appoint an experienced Engineering Team leader.

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In order to maintain and improve the company's market share you will be instrumental in developing machinery and systems within this specialised niche which incorporate the needs of the pharmaceutical market, worldwide, together with the latest safety standards and legislative requirements. You will also have responsibility to ensure design procedures and D.O standards are upgraded and maintained for compliance to BS 5750 Pt 1.

To succeed in this pivotal role it is essential that your engineering or project management career has been developed within the pharmaceutical production packaging environment either with a machinery manufacturer or as a projects engineer of a pharmaceutical company.

Qualified to HND level with a mechanical engineering bias you will be well versed in multi project management, possess excellent planning skills, be well organised and able to demonstrate inspirational and motivational team leadership. Above all your interpersonal skills will be finely tuned especially as you will be holding technical discussions with some of the industry's technical experts.

If you are considering your next career move and would like to work with a company of high repute than why not send your CV in confidence, to Maurice Herring, Partner, indicating your current salary. A relocation package is available where necessary.

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STARTING BASIC ca £28k + BONUS + CAR + BENEFITS

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Continuing its policy of planned growth and expansion a vacancy has arisen in its Packaging Division for a **PRODUCT MANAGER**.

The Ideal candidate will have significant flexible packaging ink experience, (Flexo and Gravure), with a strong technical sales ability.

Further essential qualities include high energy levels and strong communication skills.

This vital position is expected to lead to Sales Manager status based upon results.

Applications are invited from ink and packaging professionals who are equipped for and committed to technical sales management.

Candidates under the age of 30 are unlikely to have the depth of experience required for this demanding role.

All replies should be sent to the Consultant responsible for this assignment.

Confidentiality is assured with no names released to the Client without permission.



**David W. Mendez
Whitehall Polymer Recruitment
36 London Road, East Grinstead,
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Tel: 0342 410111 Fax: 0342 312118**



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